



BAKHTIYOR AMONOV

Sales Executive



EXPERIENCE

AUTOMALL - AL FUTTAIM GROUP (JAN 2020 - AUG 2020)

Sales Executive

- Approaching, greeting and offering assistance or direction to any customer who enters the "AutoMall" dealership.
- Maintaining/Exceeding sales goals as required by "AutoMall" dealers.
- Explaining product performance, the application process, technology and dealership benefits to all the prospects.
- Providing sales management information by completing reports.

MASSIMO DUTTI - AZADEA GROUP (2011 - 2019)

Area Visual Merchandizer (2015 - 2019)

- Held full management accountability for 10 stores across UAE
- Assisted the Sales Manager in coaching in-shop VM (visual merchandisers) or sales teams to interpret the guidelines and trained them in the execution of the visual concept.
- Design marketing strategies to announce promotions, sales and coming special events within the store

Style Advisor (2013 - 2015)

- Treats the customer as the primary focus at all times and is prepared to go out of their way to meet the customers' unique style needs and override any objection through tailored, appropriate questioning and observations.
- Promote the brand, products and services at all times through being mindful of wider company strategies and key performance indicators.
- Awareness of target Key Performance Indicators (KPIs) and branch performance against target KPIs; strive to continually meet and exceed branch KPIs.

Sales Executive (2011 - 2013)

- Conducting market research to identify selling possibilities and evaluate customer needs
- Actively seeking out new sales opportunities through cold calling, networking and social media
- Setting up meetings with potential clients and listening to their wishes and concerns

ABOUT ME

I'm a team player which makes me a strong business acumen and decision maker. The ability to set goals and strategies to grow revenue and profitability is also one of my fine qualities. Always calm under pressure and a reliable asset to the organisation during a crisis.

PERSONAL DATA

Nationality : Tajikistan
Marital Status : Married
Driving License : UAE
Languages: English | Tajik | Russian |
Uzbek | Farsi

CONTACT

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Dubai

SKILLS

Strategic Planning
Team Management
Public Relations
Sales and Marketing
Business Development
Communication
Quality Control
Presentation
Time Management
Merchandising

SOFTWARES

MS Office
Word | Spreadsheet | Power Point
CRM Softwares
Adobe Photoshop

REFERENCES

Will be made available on request



EDUCATION

- Tajik-Russian High School (Gymnasium) #4 of Tajikistan
- Diploma of Tajik State University of Law, Business and Politics in Tajikistan (Law Degree)
- Certificate of LLC "Blue Ocean" English Education (Dubai, UAE)



KEY STRENGTHS

- Excellent verbal and written communication skills that include the ability to write effective business memos and correspondence;
- Ability to effectively manage professional staff, develop good relationships with a wide range of people and build a collaborative work environment;
- Ability to solve problems in a strategic and tactical manner and use good judgment in making decisions;
- Ability to work independently, use self-initiated follow-up to meet deadlines and proven ability to successfully manage multiple projects concurrently;
- Well-organized, self-motivated, goal-oriented and flexible;
- Excellent skills in customer relations, customer service and vendor management;
- Proven ability to inspire confidence, motivate, persuade and negotiate effectively;
- Excellent skills in Microson Office programs & POS Micros;
- Flexible when it comes to diverse time and schedule changes and able to work under pressure.