

Aakash Giri

Ain khaled ,Qatar

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CAREER OBJECTIVE:

Dynamic and results-oriented professional with a proven track record in sales and marketing, seeking a challenging role to leverage expertise in business management and entrepreneurial drive. Committed to driving profit performance, fostering revenue growth, and capturing market share while contributing to organizational strategic objectives.

KEY SKILLS:

- Sales Generation and Service Enhancement
- Exceptional Communication and Negotiation
- Proficiency in Sales and Marketing Software
- Strong Troubleshooting and Problem-Solving
- Retail Merchandising and Management
- Self-Motivated and Adaptable
- Multilingual: English, Hindi, Nepali, Arabic

EDUCATION BACKGROUND:

- +2 in Computer Science, Manakamana Higher Secondary English School, Birtamode Jhapa, 2017
 - Graduated with 1st Division
- S.L.C, Jyoti Secondary English Boarding School, Budhabare Jhapa, 2014
 - Graduated with 1st Division

WORK EXPERIENCE:

Salesman

Morex group (Ajamnc household & hospitality supplies/Brymax lighting) , Qatar

(Feb2023 – Present)

- Specialized in promoting and selling lighting products to customers.
- Demonstrated product features and benefits to customers to drive sales.
- Utilized strong communication and negotiation skills to close sales and meet targets.
- Assisted in showroom maintenance and product display to enhance the shopping experience.
- Provided exemplary customer service and promoted household and hospitality products.
- Assisted customers in product selection and provided detailed product information.
- Managed inventory and ensured shelves were adequately stocked.
- Collaborated with team members to achieve sales targets and maintain a clean and organized store environment.

Salesman

Ansar city (Ansar group) , Qatar

(December 2019 – February 2023)

- Provided exceptional customer service and product knowledge to assist shoppers in selecting lighting products.
- Achieved and exceeded sales targets through effective sales techniques and product promotion.
- Ensured the cleanliness and organization of the lighting department to enhance customer experience.
- Collaborated with team members to achieve departmental goals and objectives.

Dealer Sales Representative (DSR)

Nokia Mobile for Sri Bindawashinin Abhinandan, Birtamode, Jhapa, Nepal

(2017-2019)

- Represented Nokia Mobile in Birtamode, Nepal, as a Dealer Sales Representative.
- Managed relationships with retailers and distributors to ensure product availability and visibility.
- Conducted product presentations and demonstrations to increase sales and market share.

- Provided training and support to retailers on product features and selling techniques.

PERSONAL SKILLS:

- Proficient in MS Office, Web Search, and Internet Browsing
- Quick Learner with Strong Time Management
- Customer Service Excellence

PERSONALITY & BEHAVIOUR:

- Cooperative
- Hardworking
- Curious
- Adaptable
- Active
- Sincere
- Friendly

ACHIEVEMENT:

- **ANSAR GROUP** - Received Employee of the Month award in 1st Quarter 2022 for consistently exceeding sales targets and providing exceptional customer service.
- **BRYMAX LIGHTING** – Awarded with best showroom of the month September 2023 for Streamlined project workflow & exceeding sales target.

AVAILABILITY:

- I am available to start ASAP.

References available upon request.