



### **Nelson Talili Ayop**

Mobile No.: +97450824776

Email Address: [ayop.nelson061787@gmail.com](mailto:ayop.nelson061787@gmail.com)

Al Shamal Residence, Madhinat Khalifa North

#### **CAREER PROFILE:**

Sales Professional for 7 years and Salesman Cum Cashier with 2 years of experienced in processing payments, cash handling, cash management, credit card transactions in a retail and telecommunication services. Managed customer application and process transaction by putting all the required procedures in the system. Generate revenue by securing new customers, Proficient in Researching, Prospecting, and Customer Relationship Development.

#### **CAREER HIGHLIGHTS**

- Provided the highest level of prompt and friendly customer service, which increased the client base from 20% annually.
- Delighted the customers with consistent and pleasant service, which resulted in 35% in increase of returning customers.
- Achieved sales target by 80% through exceptional customer service and customer satisfaction.
- Increased company revenue by 75% employing powerful suggestive selling techniques.
- Reduce waiting time for customers by providing quick service.
- Met sales goals consistently between the year Of 2019-2022, eventually being given increased in number of sales by 45%.

### **Work Experience**

#### **DARWISH HOLDING COMPANY (MODERN HOME)**

**Corporate Office: 66 West Bay Lagoona Mall, Qatar (July 10, 2019- September 11, 2024) Present**

**Sales Merchandiser/Promoter (Bose Home Theater Speaker System)**

#### **Job Profile:**

- Merchandising/Promoting Bose Products and ensure proper display.
- Collaborate with executives, marketers and salesperson to set prices that are good for the market and profit.

- Reviewing customer feedback to predict sales trends and seasonal stock demand.
- Making predictions based on sales data, customer feedback and market trends.
- Assessing the effectiveness of different product displays and store layouts on sales figures.
- Reviewing competitors, including pricing, profit, marketing and other progress.

### Work Experience

#### VIDEO HOME AND ELECTRONICS CENTRE

Corporate Office: Airport-Wakrah Road, Qatar ( *July 10, 2016- August 05, 2018*)

Salesman Cum Cashier ( Ooredoo Retail )

#### Job Profile:

- Provide information about ooredoo products and services.
- Advised customer's on what kind of ooredoo services they need to apply based on their specific needs.
- Answer customer inquiries in related to ooredoo services and promptly resolve customer complaints and ensure maximum client satisfaction.
- Team up with co-workers to ensure proper customer service and contribute to team effort by accomplishing related results as needed.
- Enter transactions in the cash register and provide customers with the total bill.
- Issue receipts and change to customers.
- Process credit card and check payments.
- Ensure management of daily sales cash accounts.
- Calculate total payments received and reconcile with total sales.
- Keep periodic balance sheets of amounts and numbers of transactions.

### Work Experience

#### VIDEO HOME AND ELECTRONICS CENTRE

Corporate Office: Airport Road- Wakrah, Qatar ( *May 10, 2014 - June 20 , 2016* )

Sales Associate/Promoter ( JBL AND HARMAN KARDON SPEAKERS/ PORTABLE )

#### Job Profile:

- Greet customers and ascertain what each customers wants and needs.
- Describe merchandise and explain use, operation, and care of merchandise to customers.
- Recommend, select, and help locate or obtain merchandise based on customer needs and desires.

- Maintain knowledge of current sales and promotions and exchanges and security practices.
- Demonstrate use or operation of merchandise.
- Inventory stock and requisition of new stock.
- Exchange merchandise for customers and accept returns.
- Place special orders or call other stores to find desired item of the customer.

### **Educational Attainment**

**College** : *Our Lady Of Fatima University*  
*Diploma in Bachelor Of Science In Nursing*  
*S.Y (2004–2012)*

**Secondary** : *Santa Monica Institute (SMI)*  
*Poblacion 1 Mabini Bohol*  
*S.Y (2000–2004)*

**Elementary** : *Camarin D Elementary School*  
*Camarin Caloocan City*  
*S.Y (1994–2000)*

### **Personal Information**

- ❖ **Male**
- ❖ **37 y/o**
- ❖ **5'7 in height**
- ❖ **D.O.B: June 17, 1987**
- ❖ **Single**
- ❖ **Working Visa**
- ❖ **Filipino**

I hereby certify that the above mentioned information are true and correct to the best of my knowledge.

**\*References can be furnished upon request\***

**Nelson T. Ayop**  
Applicant



OUR LADY OF FATIMA UNIVERSITY  
OFFICE OF THE REGISTRAR

**CERTIFICATE OF GRADUATION**

This is to certify that


**NELSON T. AYOP**

has completed all graduation requirements and therefore  
was awarded the degree of

**Bachelor of Science in Nursing**

last October 8, 2012.

As duly approved by the Commission on Higher Education

  
**Cheryl B. Lumiguen, MAT**  
REGISTRAR

Issued: October 8, 2012

Not valid without seal