

ANWAR SHAHUL

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SUMMARY

Hardworking employee with customer service, multitasking and time management abilities. Devoted to giving every customer a positive and memorable experience. Customer-oriented sales professional with over 10 years of experience building relationships, retaining top accounts and growing profit channels. Self-motivated leader with expertise in introducing products and implementing pricing models and inventory controls. Effective motivator identifying customer needs to deliver solutions. Tactical team builder and strategic planner with experience in consumer-based product sales verticals.

EXPERIENCE

Sales Manager, 04/2021 - Current

WE ONE POWER TOOLS LLP - KOCHI, KERALA, INDIA, IN

- Educated customers on available processes and services.
- Maintained friendly and professional customer interactions.
- Monitored sales team performance and provided training to help reach targets.
- Planned and executed promotional in store events to increase business and sales revenues.
- Used Facebook, Instagram and YouTube to promote products and events.

Sales Executive, 04/2016 - 03/2021

PALIYATH DISTRIBUTORS - KOCHI, KERALA, INDIA


- Managed customer relationships through consultative sales techniques to attain individual sales goals.
- Participated in continuous product development training to maximise sales potential.
- Coordinated with internal teams, including product development and customer service, to meet client needs effectively.


Junior Sales Executive, 06/2013 - 02/2016


GRAND MARKETING - THODUPUZHA, KERALA, INDIA

- Attended training sessions to stay updated on product developments and sales techniques.
- Generated new business opportunities through targeted cold calling and networking.
- Coordinated with the logistics team to ensure timely delivery of products to customers.

LANGUAGES

English:  B2
Upper Intermediate

Hindi:  B1
Intermediate

Tamil:  B1
Intermediate

SKILLS

- Vendor Management
- Quick Learning
- Sales Tracking
- Sales Planning
- Market Research
- Staff Management
- Sales team training
- B2B sales
- Promotional sales events

EDUCATION

Bachelor of Arts : Accounting And Business Management, 03/2003
AL AZHAR COLLEGE OF ARTS AND SCIENCE - Thodupuzha, KL