



SHAIK MUZAFFAR

Sales Representative

Career Aspiration

To seek a suitable challenging position as a human resource specialist with an organization that has the vision and potentials for development, growth and expansion and at the same time maintains a high standard of performance and business ethics. Secure a responsible position in cleaning service sharing my 03+ Years. Of valuable Sales experience.



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shaikmuzaffar7777@gmail.com



Doha, qatar

Language

- English
- Hindi
- Urdu
- Telegu

Expertise key

- Management Skills
- Self development
- Time management
- Schedule coordination
- Critical Thinking
- Inventory Oversight
- Handling costomer complaints
- Anytical Skill

Experience

As a fos andOffice Management SALES & MARKETING at IdeaCellularLimited

2018-2020



- Present,promote and sell products/services using solid arguments toexi customers. Establish,develop and maintain positive business and customer relation
- Research and develop marketing and sales strategiesfor a company.
- OfficeManagement Organising meetings and managing databases.
- Purchasing office supplies and equipment andmaintainingandproperstocklevel.
- Dealing with correspondence complaints and queries

Senior sales representative

2021-2022

SAMSUNG ELECTRONICS PVT LTD -Hyderabad, India



- Responsibilities to explain services and the product to the clients.
- Understanding the needs and requirements of the clients.
- Reaching daily, weekly and monthly targets and plan accordingly.
- Developing innovative sales strategies to achieve sales goals
- Resolving customer complaints in a timely and professional manner to maintain customer loyalty.

VBA - Vivo Brand Ambassador

2022-2024

Bajaj Electronics- Nizamabad,India



- **Product Knowledge:** Thoroughly understanding the products or services being promoted, including features, benefits, and target audience.
- **Customer Engagement:** Actively engaging with potential customers, building rapport, and addressing their questions or concerns.
- **Product Demonstrations:** Effectively demonstrating products or services to showcase their value and benefits.
- **Sales Presentations:** Delivering persuasive sales presentations to potential customers or groups.
- **Sales Targets:** Achieving and exceeding assigned sales targets and quotas.
- **Customer Service:** Providing excellent customer service, ensuring customer satisfaction, and addressing any issues or complaints.

Computer Skills

- Tally ERP 9.0
- Microsoft office
- operating system All window platform
- Advance Excel

Personal details

Date of birth 16- 6- 1997
Nationality Indian
QID NO 29735637473

Sales Skills

- SALES SKILS Strong negotiation and consultative sales skills.
- Excellent organizational and problemsolving skills.
- Effective communication skills.
- Exceptional customer service skills.
- Relationship management skills and openness to feedback
- Proven track record of achieving sales quotas.
- Mentoring Maintaining high ethical standards
- Response quickly with solutions
- Ability to prioritize work and meet deadlines.

- **Market Research:** Gathering information about competitors, market trends, and customer preferences. Sales Reporting: Tracking sales performance, preparing reports, and analyzing sales data.
- **Merchandising:** Ensuring products are displayed attractively and effectively on shelves or in-store displays.

Education

MIMS DEGREE COLLEGE,BODHAN ,India

Bachelor of Commerce in computer applications 2020

Professional summary

- To establish a long-term career in a company where I may utilize my Sales Specialist professional skills and knowledge to an effective Associate ProgramManagerand inspiration to those around me.
- Knowledge in sales, ability to work under pressure, ability to follow oral and written instructions, great listening skills great problemsolving.
- Professional 03+ years of experience, along with verifiable track records through leading &successful organizations with commendable experience in sales field.
- Proactive leader, innovative and flexible with flair of adopting, emerging trends and industry requirements to achieve organizational profitability norms.
- An exceptional team player with strong communication, negotiations, problem resolution and client relationship management for identifying new opportunities and developing tactical business solutions as per the need.

Declaration

"A good exchange best conveyed with direct interaction. An interview to such an exchange is welcomed and requested". I hereby declare that the information furnished above is true to the best of my knowledge. If given an opportunity to serve your esteemed organization, I shall prove my ability with my submissive and Dexterity.

Shaik Muzaffar