

MOHAMMAD RAJIB HOSSAIN

Sales Professional | Customer Engagement | Team Collaboration | Retail Expertise

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EXPERIENCE

Senior Sales and Marketing Executive.

Jamuan Elections and Automobiles, Bangladesh.

🏠 Present | 📍 Dhaka Bangladesh

A prominent retail outlet specializing in IT and Home Appliances.

- Maintaining outdoor sales and building relationship with customers and new client.
- Marinating company policy with all dealer and communicate with them about company policy and Rules and Regulation.
- Every day visit all dealers and impress them to make biggest purchase.
- Maintain daily sales delivery and create daily and monthly inventory.
- Make Daily sales report and submit the report to area sales manager.

Sales Representative.

Sharaf DG

🏠 09/2022 - 01/2023 | 📍 Abu Dhabi Mall, Abu Dhabi

A prominent retail outlet specializing in IT and IT Accessories.

- Promoted and advised customers on IT accessories and products.
- Helped customers identify their needs.
- Maintained full IT Accessories lobby.
- Communicated updates to Higher Manager.
- Attended daily briefings for updates.
- Shared daily sales reports via WhatsApp.
- Assisted staff with up selling and cross-selling.

Sales Promoter & Customer Adviser.

Danube Home

🏠 01/2021 - 12/2022 | 📍 Jimi Mall, Al Ain, Abu Dhabi

Retail Company specializing in outdoor furniture and home accessories.

- Promoted and advised customers for high-value floor orders.
- Assisted customers with order details and material fixing methods.
- Maintained full Garden lobby.
- Attended daily briefings and shared sales reports.
- Promoted all store items including furniture and camping gear.
- Conducted site visits for correct measurements.
- Developed daily sales plans to meet targets.

Customer Service Attendant.

Funs Scapes

🏠 01/2018 - 12/2020 | 📍 Remall Mall, Al Ain

An amusement center plays area.

- Advised and assisted guests with ticket purchases.
- Suggested ideas to improve monthly revenue.
- Guided customers about the play area and attractions.
- Maintained video game power supply and technical assistance.
- Resolved customer complaints on video games.

SUMMARY

I am a motivated sales professional with over four years of experience specializing in customer service and team collaboration. I have a strong understanding of the retail environment, excelling in roles that require proactive customer engagement and effective communication. My diverse background in sales across various sectors equips me with the skills to meet and exceed customer expectations.

KEY ACHIEVEMENTS

- ☐ **Sales Increase Initiative**
Increased sales by 20% through effective upselling strategies.
- ☐ **Technology Training Achievement**
Trained 50+ students in MS Word and PowerPoint successfully.
- ☐ **Outstanding Customer Service**
Achieved 95% customer satisfaction rating consistently for two years.
- ☐ **Successful Promotional Campaign**
Implemented promotions leading to 15% rise in customer footfall.

STRENGTHS

- S Communication Skills.**
High standard of spoken languages and cultural understanding.
- S Time Management.**
Very efficient to perfect use of time.
- S Problem Solving.**
Very much expert to solving problem instant.
- S Leadership.**
Have ability to influence a group or organization.
- S Active Listening.**
The practice of preparing to listen observing what verbal.
- S Customer Services.**
Assistance and advice to customers during purchase.

EXPERIENCE

Actionhaaa

📅 01/2014 - 12/2017 📍 Souq Extra Mall, Al Ain

Amusement center play area.

- Ensured customer safety while on rides.
Worked in the Redemption Counter and Art Gallery.
 - Assisted guests in using attractions safely.
 - Guided customers on playing video games.
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Counter Sales Person

Life Toy's

📅 01/2012 - 12/2013 📍 Khalidiya Mall, Abu Dhabi

Toys and game accessories company.

- Managed Redemption Counter operations.
- Completed monthly inventory of stock.
- Created promotions to attract customers.
- Communicated and resolved customer complaints.
- Maintained cleanliness at the counter.

PC Technology Agent

Computer Training Center

📅 01/2010 - 12/2011 📍 Bangladesh

Training center focused on computer skills.

- Trained students in MS Word and PowerPoint.
- Managed class routines for over fifty students.
- Monitored and guided students during class.
- Organized weekly and monthly exams.

EDUCATION

Secondary School Certificate (SSC)

Hazir Para Haidiya High School

📅 01/2009 - 01/2009

Higher School Certificate (HSC)

Kfila Uddain Degree College

📅 01/2011 – 01/2012

