



UNAIS TK

SALES

Experienced sales professional with a proven ability to drive revenue growth and build strong client relationships. Skilled in product promotion, sales management, and delivering excellent customer service. Results-driven with strong communication and negotiation abilities.

KEY SKILLS

Team Work

Work Ethic

Attention to Detail

Leadership

Organization skills

Time Management

Interpersonal ability

Detail Oriented

Punctual

Quick Learner

Adaptability

Analytic Skills

WORK EXPERIENCE

SALES | 2023 – Present

FLAVOURS INTERNATIONAL (FMCG), DOHA, QATAR

SALES | 2022 – 2023

AMINA TRADERS (FMCG), KERALA, INDIA

SALES | 2019 - 2022

FENIX AUTOMOBILES KERALA, INDIA

KEY RESPONSIBILITIES

- Develop and maintain strong relationships with customers to drive sales and enhance customer satisfaction.
- Identify and pursue new sales opportunities through lead generation, networking, and market research.
- Present and demonstrate products to potential customers, highlighting key features and benefits.
- Negotiate prices, terms, and agreements to close sales and meet targets.
- Monitor market trends and competitor activities to adjust sales strategies accordingly.
- Manage customer accounts, addressing inquiries, resolving complaints, and ensuring ongoing support.
- Collaborate with the marketing team to create promotional strategies and campaigns.
- Track and report on sales performance, ensuring achievement of sales goals.
- Provide product training and support to customers to ensure proper usage and maximize satisfaction.
- Maintain product knowledge and stay updated on industry trends to effectively advise clients.
- Conduct follow-ups with potential and existing customers to maintain engagement and foster repeat business.
- Participate in trade shows, exhibitions, and other events to promote products and expand the customer base.
- Prepare and deliver sales reports, forecasts, and presentations to management for strategic planning.
- Analyze customer feedback to improve products, services, and sales approaches.

CONTACT INFORMATION

+974 59911923
+974 71759915
+91 8606567540

✉ unaisunuh456@gmail.com

📍 Doha, Qatar

EDUCATION

BACHELOR OF COMMERCE IN CO-OPERATION | 2018

- Calicut university
- **Moulana Memorial
College Kuttayi, Kerala,
India**

HIGHER SECONDARY | 2015

- Board of Higher
Secondary Examination,
Kerala, India
- KHMHS School Alathiyur,
Kerala, India

SSLC | 2013

- Board of Public
Examination, Kerala, India
- Malabar Higer Secondary
School Alathiyur, Kerala,
India

COMPUTER PROFICIENCY

MS Office ★★★★★

Basic Operation ★★★★★

Internet & E- Mail ★★★★★

LANGUAGES KNOWN

| | | |
|-----------|-------------|-------|
| English | <div></div> | 100 % |
| Malayalam | <div></div> | 100 % |
| Hindi | <div></div> | 40 % |
| Tamil | <div></div> | 40 % |

AREAS OF EXPERTISE

- Sales Strategy & Planning
- Client Relationship Management
- Product Promotion & Merchandising
- Market Research & Analysis
- Customer Service Excellence
- Negotiation & Closing Deals
- Target Achievement
- Inventory & Stock Management
- Territory Management

INTERESTS


Songs


Travelling


Reading

REFERENCE

- Available upon request

PERSONAL STRENGTHS

- COMMUNICATION** - Interpersonal skills – verbal, problem solving and listening skills in any administrative role.
- SERVICE** - Having a client focused approach Skills include Patience, Attentiveness and a positive language.
- ORGANIZATION** - Helping others, organizing a to-do list. Prioritizing tasks by the deadline for improving time -management.
- MANAGEMENT**- Management skills to direct others and review others performance.

PERSONAL DOSSIER

| | |
|-------------------|---|
| Gender | : Male |
| Date of Birth | : 02-08-1997 |
| Nationality | : Indian |
| Marital Status | : Single |
| Permanent Address | : Thirunnavaya Kalathil (H) Pulloonni, P O Mangalam Malappuram, Kerala, India |
| Present Address | : Birkath Al Awameer Doha, Qatar |

PASSPORT DETAILS

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|-----------------|--------------|
| Passport Number | : N0955216 |
| Date of Expiry | : 05-08-2025 |
| Place of Issue | : Malappuram |

DRIVING LICENSE DETAILS

Holder of Valid **Indian & Qatar** Driving License

DECLARATION

I hereby declare that the above-mentioned information is true and I bear the responsibility for the correctness of the above-mentioned particulars.

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