

CONTACT INFORMATION

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🕮 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 ★★★★

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



WORK EXPERIENCE

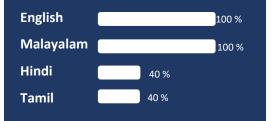
SALES | 2023 – Present FLAVOURS INTERNATIONAL (FMCG), DOHA, QATAR **SALES** | 2022 – 2023 AMINA TRADERS (FMCG), KERALA, INDIA **SALES** | 2019 - 2022

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.

LANGUAGES KNOWN



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)

Pullooni, P O Mangalam Malappuram, Kerala, India

Present Address : Birkath Al Awameer

Doha, Qatar

PASSPORT DETAILS

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.

UNAIS TK