

RESUME

NASEER V ABDU.

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PERSONAL INFORMATION

NATIONALITY: INDIAN. DATE OF BIRTH: 20-04-1982. MARITAL STATUS: MARRIED.
LANGUAGES KNOWN: ENGLISH, ARABIC, AND HINDI. HOLDING UAE & QATAR VALID DRIVING LICENSE

AIM & OBJECTIVE

To leverage my skills and experience to drive revenue growth and exceed sales targets.
To deliver exceptional customer value and build long-term relationships.
To take initiative and lead sales efforts, driving business growth and success.
To consistently meet or exceed sales targets, utilizing strong communication and negotiation skills.
To develop and implement effective sales strategies, focusing on customer needs and market trends.

Highly motivated, accomplished more than **17 years** of extensive experience in UAE and various fields as “ **Sales Assistant / Sales Executive/ Sales Manager.**

Ability to work independently and well organized paying attention to details.
Clear, straight to the point with an effective communication skill.
Quick thinker and ambitious to gain more training and experience.
Enthusiastic and pro-active personal with a systematic approach towards working atmosphere.
Team player, capable to deal with different minds and Categories.

Proven Track Record in Working with:-

- 1, Al Burj Al Aswad Trading-Sharjah-UAE, 2022-2024
- 2, Conmix Ltd (Bukhatir group)-Sharjah-Dubai-UAE, 2017-2022
- 3, National Paints Factory Co. Ltd-Sharjah-Abu Dhabi-UAE, 2013-2017
- 4, Bin Hamoodah Auto-Abu Dhabi-UAE, 2007-2012

EDUCATIONAL & TECHNICAL QUALIFICATION

Degree (BA) completed in 2003
Pre-Degree completed in 2000
SSLC completed in 1998

Ms Office – Complete Application
E-Mail, Web Design
CRM (Sales Force)

PROFESSIONAL EXPERIENCE



Al Burj Al Aswad Hardware & Paints Trading, Sharjah-UAE (2022 2024)

Job Title: Sales Manager.

Create and implement effective sales strategies to drive revenue growth and achieve targets. Lead, motivate and develop a high performing sales team, providing guidance training and coaching. Monitor sales performance, analyse data, and make data driven decisions to optimise sales process. Building strong relationships with key customers, understanding their needs and identifying opportunities for growth. Work closely with cross functional team, such as marketing and product, to ensure alignment and maximize sales opportunities.

CONMIX LTD, Bukhatir Group, Sharjah-UAE (2017 – 2022)

Job Title: Sales Executive.



Identifying potential customers through market research, cold calling and networking. Building strong relationship with clients by understanding their needs .Providing tailored solutions, and managing after sales service issues. Clearly conveying product features and benefits.
Conducting product demonstrations and negotiating contracts.
Meeting or exceeding sales targets by setting achievable goals, using data analytics, adjusting sales strategies based on market feedback.
Maintaining accurate records and submitting reports to the management.
Gather market feedback and stay updated on industry trends and competitor activities.

NATIONAL PAINTS FACOTRIES CO. LTD, Abu Dhabi, U.A.E. (2013 - 2017)

Job Title: Sales Executive.



Exploring new customers and creates an effective pipeline of potential contacts. Generates new business through a series of networking relationship and industry contacts. Develops and maintains strong working relationships

Maintains accurate and organized documentation on all clients and prospects. Uses effective communication approaches that include proactively keeping others informed, appropriately expressing ideas and thoughts verbally and in written form.

Providing good support to the new and existing customers for companies

Generate sales from a portfolio of accounts in accordance with agreed

Proven ability to increase market share, outperform competition and increase profits.

Job Title: Collection Officer

To make a monthly payment plan for achieving collection accordingly.

Maintains good relation with customers.

Co-ordinate with our customers by phone, fax and mails.

To ensure 100% of collection within stipulated period of time.

To ensure customers satisfaction 100%.

good track record as a collection agent.

Weekly reporting to Accounts Manager regarding the collection status.

BIN HAMOODAH AUTO, Abu Dhabi-U.A.E. (2007 - 2012)



Job Title: Sales Assistant (Indoor)

Greeting customers and take care of their requirements.

Actively engage customers in conversation and actively assist in the understanding, demonstration, description and selection.

Responding to customer calls.

Directing customer services issues or special requests to the manager as needed.

Assisting sales manager in documentation and other paper works

Declaration

I do hereby declare that the particulars given above are true to the best of my knowledge and belief.

Yours faithfully

NASEER V ABDU