



SHAFEEK RAHMAN

Experienced Sales Department in 6 years An Effective Communicator Possessing Excellent Presentation and results-driven Sales Executive with a proven track record of exceeding sales targets and driving revenue growth across diverse industries. Seeking a challenging position where my strategic thinking, exceptional communication skills, and ability to build and nurture client relationships can be leveraged to foster business expansion. Eager to contribute my expertise in sales and passion for exceeding customer expectations to drive profitability and achieve organizational objectives.

Contact

Phone: ++971 558362300

Email: shafeek7203@gmail.com

Location: Dubai , U.A.E.

Personal Details

Nationality : Indian
Date Of Birth : 31-08-1993
Gender : Male
Marital Status : Married
Passport No : M1730466
Date Of Expiry : 26-08-2024
Religion : Muslim , Islam

Skills

Personal Skills

- Team Work & Self Motivated.
- Verbal & Written communication skills.
- Efficient multitasking.
- Time Management
- Problem-Solving

Technical Skills

- Sales Analytics.
- Email Marketing.
- Data Analysis.
- Video Conferencing.
- Staff training.
- Business Development.
- Credit Control

ACHIEVEMENT

- Best Performer of The Month 2018.April .

Language

English _____
Hindi _____
Malayalam _____
Tamil _____
Arabic _____

Education

Professional Qualification

- Bachelor Degree 2014 Central University Maharashtra. India

Academical Qualification

- Plus Two - Science (Kerala State Board)
- SSLC - (Kerala State Board)

Experience

SALES MANAGER

November 2022-December 2023

KURRIKKAL APPLIANCES AND DISTREBUTIONS-Kerala, India

- Allocate resources effectively to maximize coverage and sales potential.
- Conduct regular market analysis to identify opportunities, threats, and competitor activities.
- Establish and communicate sales targets for the area, ensuring they align with broader organizational objectives.

REAL ESTATE EXECUTIVE

April 2021-March 2022

RELANCE TELECOMMUNICATION - Kerala, India.

- Develop and implement strategic plans for real estate operations in alignment with organizational goals.
- Collaborate with marketing teams to create compelling promotional materials.
- Ensure compliance with legal requirements and industry regulations.

SENIOR SALES EXECUTIVE

April 2019 - January 2020

RELANCE JIO INFOCOM LTD INDIA-, Kerala, India

- Contribute to the development of long-term sales and revenue growth strategies.
- Manage and nurture relationships with key clients and high-value accounts.
- Provide regular updates to the management team on market dynamics.

TERRITORY SALES OFFICER

December 2017 - December 2018

VODAFONE TELECOM LTD - Kerala, India

- Conduct market research to identify potential customers, market trends, and competitors.
- Develop a deep understanding of the company's products or services.
- Monitor expenses and ensure cost-effectiveness in sales operations.

Administrative Assistant -(Operations)

May 2015 - June 2017

Hotel Adore Palace - Mumbai, India

- Schedule appointments, meetings, and events for executives or team members.
- Answer and direct phone calls, emails, and other communications.
- Ensure a professional and welcoming atmosphere in the reception area.

Declaration

I, solemnly declare that all the information provided in this Curriculum Vitae is true, complete, and accurate to the best of my knowledge. I understand that any false statements or misrepresentations may lead to disqualification from employment consideration or termination if already employed.

SHAFEEK RAHMAN