



JAMSHAD SIDHEEQ

SALES REPRESENTATIVE

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DUBAI, UAE

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Holder of U.A.E Light vehicle Driving License

CAREER GOAL

I want to thrive in a fast-paced and challenging environment where I can contribute to the company's success while also advancing my career. I am a self-motivated, creative, and analytical person. My capacity to be self-motivated and proactive isn't hampered by my ability to operate in a multicultural environment. Analytical and hardworking by nature, you might say that about me. I'll learn from my mistakes and use what I've learned in the future.

SKILLS

- 1.MICROSOFT EXCEL / WORD/POWERPOINT
- 2.IT SKILLS,
- 3.Customer relations
- 4.Data analysis , data processing and visualisation skills
- 5.Problem solving skills and analytical thinking
- 6.leadership, management skills and influencing skills
- 7.communication skills
- 8.knowledge in continues improvement tool (PDCA)
- 9.Risk management, strategic sourcing and prioritisation of tasks
- 10.Observation skill

- Driven Sales Representative with outstanding client service and strategic
- Planning skills. Offering years of experience in promoting
- Network expansion and revenue growth. Highly capable of leading
- Departments through [Industry] expertise and sales acumen. Highly-
- Motivated Sales Representative with reputation for meeting
- Exceeding sales goals. Offering [Number] years of [Industry] industry
- Experience and an aptitude for training and mentorship. Skilled in
- attention to details identifies and improve weakness and produce a best end result
- carrying out the task-in-hand thoroughly and with accuracy, working with consistent high quality and avoiding sloppy mistakes

LANGUAGES

- **ENGLISH** - **FLUENT**
- **HINDI** - **ADVANCED LEVEL**
- **MALAYALAM** - **NATIVE**

Professional Experience

SIDDAH MIDDLE EAST GENERAL - SALES REPRESENTATIVE, DUBAI

July 2017 - March 2019

- Helped resolve client problems quickly with superior customer service
- Maximised business potential by providing excellent customer service and ensuring [Number] % client retention
- Enhanced business development through proactive networking and relationship-building strengths.
- Maintain working relationships with existing clients to ensure that they receive exceptional ...
- Identify prospects, set appointments, make effective qualifying sales calls, and manage ...
- Possess in-depth product knowledge and be able to conduct demos and handle objections

DUBAI INTERNATIONAL AIRPORT - PASSENGER SERVICE AGENT, DUBAI

February 2011 - March 2016

- Pre Plan of assisted passengers list.
- Deploying staff for the smooth handling for assisted passengers.
- Responsible for baggage handling.
- Adhering to companies vision and values with full customer satisfaction.
- System updation for the smooth handling of assisted passengers at the destination.
- Replying to the queries among various departments.
- Preparations of shift end reports and reporting to the direct managers.
- Assisting medical passengers to board the flight with ambo lift.

HYUNDAI AUTOMOBILES - SHOWROOM ASSISTANT, KERALA, INDIA

Jan 2007 to Jan 2009

- Informing Market Condition to Supervisor.
- Keeping a specific look on market competitors.
- create an environment to support teamwork and team spirit.
- Giving 100% customer service as per company rules.
- Dealing with customers with seasonal promotions
- Forwarding customer suggestions to management

ACADEMIC HISTORY

FRANK FINN UNIVERSITY

Diploma in Hospitality and Travel Management

- accounting, administration, entrepreneurship, finance, information systems, marketing, human resource management, public relations, strategy, quantitative methods, and sectoral studies in the various areas of hospitality business.
- hospitality management and travel management