



My Contact

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📍 al qusais,dubai

Personal Details

- Sex : Male
- DOB : 31/01/1997
- Nationality : Indian
- Visa Status : Employment visa
- Marital Status : Married

Skill

- Observation
- Decision making
- Communication
- Multi-tasking
- InterPersonal Skill.
- Negotiation skill
- Knowledge of Information Technology.
- Strategy Management Skill.
- Business Intelligence Skill.
- Leadership.
- Market trends analysis

Education Background

University Of Mysore
BCOM
June 2018

Vhse Puthiyara
RBKC
Calicut 2014

GGBHS Chalappuram
SSLC
Calicut 2012

About Me

- I am a very good observer, listener, communicator and find it is easy for me to relate to other people. I am very much connected to multicultural environment of this region. This makes me confident to interact multidimensional and multicultural people. Early startup gave me an opportunity to understand the ins-and-outs of industry. With my current employer I am able to understand and implement and enhance some procedure and process. I really enjoy learning new things and am constantly seeking out new learning opportunities

Experience

MARCH 2023 – TILL DATE

NEOS TECHNOLOGIES L.L.C – Dubai,UAE
Business Development Executive

- Attracting new clients by innovating and overseeing the sales process for the business
- Working with senior team members to identify and manage company risks that might prevent growth
- Identifying and researching opportunities that come up in new and existing markets
- Preparing and delivering pitches and presentations to potential new clients
- Combining efforts and fostering a collaborative environment within the business as a whole
- Communicating with clients to understand their needs and offer solutions to their problems
- Creating positive, long-lasting relationships with current and potential clients
- Running outbound campaigns (phone calls, emails, etc.) to create sales opportunities
- Maintaining client activities in CRM
- Developing and presenting proposals customized for each clients specific business needs
- Ensuring excellent customer service through regular client follow up
- Owning the sales lifecycle from prospecting to implementation

NOVEMBER 2021 – FEBRUARY 2023

GCR Group Of Companies – DUBAI,UAE
Cashier

- resolving customer complaints or issues
- processing discounts and coupons
- greeting customers as they arrive
- answering customer questions through phone calls.
- assisting with or taking customer orders
- completing any return transactions
- closing or cashing out the register at the end of the day
- overseeing customer order completion
- assisting the staff as needed.
- processing payments and providing change and receipts
- Excellent communication skills
- Handling of Cash on the floor level and submitting to Finance on daily basis.
- Time management skills.
- Ability to prioritize multiple tasks.
- Customer service

Languages known

- ENGLISH
- HINDI
- MALAYALAM
- TAMIL
- ARABIC (BASIC)

MAY 2017 – SEPTEMBER 2019

LULU GROUP INTERNATIONAL – DOHA, QATAR

CASHIER CUM SALESMAN

- Ability to calculate sales and change quickly
- Accountability and accuracy in reconciling sales receipts and records
- Service-oriented and willing to help patrons
- Customer service skills to maintain positive customer relationships, encourage customer loyalty and resolve conflicts
- Excellent communication to interact with team members and customers
- Ability to work in a fast-paced and stressful environment
- Attention to detail to maintain accurate inventory and transaction records
- Knowledge of point-of-sale systems
- Customer relation
- Billing section
- Quick learner
- Customer service
- Handling of Cash on the floor level and submitting to Finance on daily basis.

FEB 2016 – MAR 2017

GLOBAL TRADE LINES – CALICUT, INDIA

SALES MAN

- Excellent customer service skills
- Outdoor marketing.
- Excellent verbal communication and active listening skills
- Experience working with telephones and handling multiple calls and emails daily
- Patience, time management skills and the ability to prioritise tasks
- Ability to work independently and as part of a team
- Excellent numeracy skills for accurate and speedy calculation of sales prices, discounts and percentages
- Stock clearing
- knowledge of products
- customer service

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

ASHIK.C