



## Aboobacker Sidheeq

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Burjuman, Bur Dubai – UAE

### PERSONAL INFORMATION:

Nationality:	Indian
Date of Birth:	06/04/2000
Gender:	Male
Marital Status:	Single
Language:	English, Hindi, Malayalam
Visa Status:	Cancel Visa
Passport No:	U9648110
Expiry Date:	18/02/2031

### SKILLS:

- Communication
- Active listening
- Time management
- Prospecting
- Product knowledge
- Negotiation
- Relationship building
- Closing
- Storytelling
- Adaptability
- Social selling
- Problem solving
- Business acumen
- Conflict management
- Presentation skills
- Collaboration
- Curiosity
- Honesty

### EDUCATION & CERTIFICATION

- SSLC ( Kerala Board of Public Examination
- Higher Secondary Certificate – Kerala
- B.Com - University of Calicut, Kerala

### ➤ OBJECTIVE:

To pursue my career in a company that makes fully utilization of my initiative to work as part of a team to assume responsibilities and implement ideas and to use my abilities to contribute to the development and growth of the organization and work to the very best of my abilities and to be an asset to the organization.

### ➤ EXPERIENCE:

#### ❖ Sales // Storekeeper 04 April 2022 - Present

#### ❖ Lulu International Group, Dubai, UAE

- Greet customers.
- Help customers find items in the store.
- Check for stock at other branches or order requested stock for customers.
- Provide customers with information about items.
- Ring up purchases.
- Elevate complaints to management.
- Keep track of inventory.
- Keeping a record of sales and restocking the store accordingly.
- Managing and training store staff.
- Planning promotional campaigns for new products or specials.
- Ensuring that the store is kept clean and organized.
- Mediating any confrontations between staff and clients, and de-escalating the situation.

#### ❖ Sales Staff

**Feb 2020 - Dec 2021**

#### ❖ Falcon Agencies Kozhikkod , Kerala, India

- Meeting or exceeding sales goals.
- Negotiating all contracts with prospective clients.
- Helping determine pricing schedules for quotes, promotions, and negotiations.
- Preparing weekly and monthly reports.
- Giving sales presentations to a range of prospective clients.
- Coordinating sales efforts with marketing programs.
- Understanding and promoting company programs.
- Visiting clients and potential clients to evaluate needs or promote products and services.

### ➤ DECLARATION:

I hereby declare that the above-furnished details are correct to the best of my knowledge.

Aboobacker Sidheeq