



HASHIR ABDUL SALAM

GET IN CONTACT

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Sharjah, UAE

PERSONAL PROFILE

An energetic and enthusiastic management graduate with 3+ years of experience in Business Development, Client Relationship and Sales. Quick to grasp new idea and concepts demonstrating initiative, drive and capabilities in order to make things happen; identifying and solving problems with innovative thinking and with the capacity to deal simultaneously with a number of rapidly changing and competing priorities. Now looking to apply my skills and knowledge in order to achieve, excel and evolve in a challenging and fulfilling role.

SKILLS

- Problem solving
- Team player
- Customer retention
- Well Organized
- Quick Learner
- Continuous Improvement
- Goal Oriented
- Decision making
- Empathetic
- Time Management
- Attention to detail
- Customer Service
- Accurate
- Leadership
- Work Collaboratively
- Calm under pressure
- Critical thinking
- Computer Proficiency

PERSONAL INFO

- DOB: 23 / July / 1996
- Languages: English, Hindi and Malayalam
- Visa: Residence Visa till 2022
- Driving License : Holder of U.A.E driving license

WORK EXPERIENCE

SALES OPERATIONS EXECUTIVE (DIAGNOSTIC DEPT.) AUTOMAX TOOLS, SHJ, UAE (FEB 2021 – PRESENT)

- Works both indoors and outdoors for meeting with clients to ensure the flow of business with them.
- Assisted Admin in preparing quotations for my clients with product price approval, product description and follows up with them regarding after sales support and future orders.
- Preparing and Presenting seminars about products with Q&A session to build product knowledge for the sales team.
- Deals with overseas customers via Zoom and other networking media to give them knowledge about the products and advice them on ideas to use it in their business.
- Training for newly induced staff regarding Car Diagnostics Products. (Brands include Autel, Magic Motorsport, Topdon, Xhorse)
- Gives Demonstration and Training for New Clients regarding Car Diagnostics Scanners and created awareness about the use of Car Scanners.
- Reviews Credit Applications and coordinates with Accounts Dept. for further process for new requests.
- Followed up with clients for products and to guide them regarding service requirements as well.
- Negotiate and closed deals and drove business upwards with acquiring new clients Locally and Internationally.

BUSINESS DEVELOPMENT INTERN PETRA PLASTIC INDUSTRIES LLC, DXB, UAE (DEC 2020 – FEB 2021)

- Was responsible for the marketing and sales of their new product.
- Visited more than 15 customers on a daily basis .
- Bought in new business for the company and achieved targets.
- Evaluated competitors products and their reach to the customers and advised the management on pricing and sales strategy.
- Dealt with inventory deliveries, payments to suppliers and collections from clients for the business.
- Followed up with clients regarding stock and other requirements.
- Learned more about the UAE market and its way of business quickly.

BUSINESS DEVELOPMENT EXECUTIVE ANK RETAILS, LONDON, UK (DEC 2017 – JUN 2020)

EDUCATION

UNIVERSITY OF NORTHAMPTON, UK (2017 – 2019) Post Graduate Diploma in Business Administration Specialized in Marketing and International Business

ST. ALOYSIUS COLLEGE, INDIA (2014 – 2017) Bachelor of Commerce Specialized in Finance, Human Resource and Marketing

THE MODEL SCHOOL, UAE (2012 – 2014) Higher Secondary Commerce Group with Computer Application