



Shameed Sha Pk

Sales & Marketing

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📍 UAE

PROFESSIONAL SUMMARY

I am a focused sales & marketing professional ready to apply the skills I garnered over seven years of work experience to new challenges. I've an impressive track record of driving sales with the aid of varied techniques and growing network in different industries such as automobile, retail and FMCG. I am collaborative, dedicated, result-oriented while working with cross-functional teams in fast-paced, high pressure environments.

WORK HISTORY

Sales & Marketing Executive, 2019- 2021

Qoqo Beverages, Bangalore

- >> Consistently met targets by 100% and exceeded targets for major sales drives resulting in on boarding multiple new corporate accounts.
- >> Increased sales by 35%, through effective implementation of sales initiatives.
- >> Collaborated with other sales teams and achieved better sales returns.
- >> Suggested market research management that increased sales teams' knowledge in handling outreach activities
- >> Constantly stayed updated with competitors, moves, trends and patterns that helped improvement
- >> Following upon after sales services and ensuring 100% client satisfaction.

Marketing Executive, 2016- 2019

Grace Supermarket, Bangalore

- >> Act as an expert consultant on all matters relating to store marketing as well as reviewing sales.
 - >> Coordinate generation of all marketing aids by partnering with external agencies to develop press materials, media plans, promotions etc.
 - >> Work collaboratively to ensure successful execution of brand initiatives.
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Sales Executive, 2015- 2016

Uniride Honda, Malappuram

- >> Achieve targets as required by the Dealer management.
- >> Responsible for ensuring sales processes are efficient and customer complaints are managed by promoting standard sales procedures.
- >> Deliver consistent standard of Customer Care, monitoring Customer data and maintaining accuracy at a Point of Sales.
- >> Constant y update product knowledge through regular discussion and sa es team activities.

Sales Consultant, 2011- 2012

Classic Hyundai, Malappuram

- >> Demonstrating, promoting and se ling products/ services.
- >> Address customer complaints that require support to the Sales Executive to maintain customer satisfaction
- >> Practicing sales techniques, customer needs assessment, quality standards for services and evaluation of customer satisfaction.

LANGUAGES KNOWN

English Hindi Malayalam Tamil Kannada

SKILLS

- Expert communication
 - Team coordination and work
 - Conflict resolutions
 - Time Management
 - Multitasking and prioritizing
 - Manual and computerized Accounting
 - Computer Ski Is (Taily, MS Office; Word, Excel, Power Point, Outlook)
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EDUCATION

Ma¹adin Arts AndScience College, *Malappuram (2012-2015)*

Bache or of Business Administration in Finance from Calicut University