

farhan yousuf

ajman

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- seeking to provide premier service to clients and up-sell products in person, over the phone and through email who possesses written and verbal communication skills and always strives for customer satisfaction.

Personal Details

Birth Date: 1994-12-15

Eligible to work in United Arab Emirates: Yes

Industry: Arts & Entertainment, Call Center, Community & Social Service, Customer Service, Marketing, Media & Communications, Other, Real Estate, Retail, Sales

Work Experience

Sales Executive

Etisalat - Dubai

Present

- Customer Acquisition: Identifying and prospecting potential customers, both individuals and businesses, to expand the customer base.
- Product Knowledge: Staying updated on Etisalat's offerings, including mobile, internet, and other telecom services, and effectively communicating their benefits to customers.
- Sales Strategies: Developing and implementing sales strategies to meet or exceed sales targets and quotas.
- Relationship Building: Building and maintaining strong relationships with customers to ensure their satisfaction and loyalty.
- Market Research: Keeping abreast of market trends, competitor activities, and customer preferences to adjust sales approaches accordingly.
- Sales Presentations: Preparing and delivering persuasive sales presentations to potential clients.
- Sales Reporting: Documenting sales activities, submitting reports, and maintaining accurate records of sales transactions.
- Customer Support: Providing support to customers, addressing their inquiries, resolving issues, and ensuring a positive customer experience.
- Targets and Quotas: Meeting or exceeding sales targets and quotas set by the company.
- Team Collaboration: Collaborating with other sales team members and departments within Etisalat to achieve collective goals.
- Adherence to Policies: Ensuring compliance with company policies, pricing structures, and ethical standards in all sales activities.
- Continuous Learning: Staying updated on industry trends and participating in training programs to enhance sales skills and knowledge.

Sales Executive

Radient vision general trading - Dubai
February 2020 to December 2022

- A results-driven and customer-focused sales executive with a proven track record of exceeding sales targets. Adept at identifying new business opportunities, building strong client relationships, and closing deals. Utilizes effective communication and negotiation skills to drive revenue growth and contribute to the success of the organization.

Sales Executive

Infinix - Karachi
December 2019 to December 2020

- Setting sales goals and developing sales strategies. Researching prospects and generating leads. Contacting potential and existing customers on the phone, by email, and in person. Handling customer questions, inquiries, and complaints.

Sales Executive

Good luck communication - Karachi
October 2018 to September 2019

- As a Sales Executive at Goodluck communication, I demonstrated a strong track record of driving revenue growth and exceeding sales targets through strategic prospecting, relationship-building, and effective closing techniques. With a customer-focused approach and exceptional communication skills, I successfully contributed to the company's market expansion efforts.

Saleman

The Mobile Shop - Ajman
June 2017 to June 2018

- greeting and approaching potential customers, asking questions, and providing answers to questions asked by consumers

Salesman

Global Village Dubai - Dubai
October 2016 to April 2017

- maintain relationships with customers or business partners to inform them of new products or services, discounts or product recalls

Education

Matric

Pakistani islamia higher secondary school - Ajman

Skills

- Customer service
- Organizational skills
- Cashiering
- Communication skills

- Cash handling
- Consultative Selling
- Relationship Building
- Negotiation Expertise
- Market Research
- Time Management
- Communication
- Goal oriented

Languages

- English - Fluent
- Hindi - Fluent
- Arabic - Fluent