

SYED ABUZAR GAFFARI

SALES EXECUTIVE - 11 Years Experience

Seeking for a challenging career in the area that encourage learning and provide exposure to new ideas of professions, where assignment is a challenge, which gives an opportunity to improve and contribute towards the growth of organization.



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EXPERIENCE

Hussain Baqer Pour Trading Co. LLC

Sales Executive

Jun 2017 - Feb 2019 Abu Dhabi, UAE

- Assess customer needs, requirement and information on products
- Follow and achieve department sales target on monthly bases.
- Remain knowledge on the product and discuss available options.
- Build productive trust and relationship with customers.
- Suggest ways to improve sales, by planning and executive the idea.
- Attending trade exhibitions, conferences and meeting
- Organizing sales visits with the senior sales Manager.

Wilhelmsen Ships Service

Sales Executive

June 2011 - March 2017 Sohar, Oman

- Follows up on all sales prospects by making use of established Tally system.
- Consistently look for new projects and maintains storage area by organizing floor space.
- Handle complaints if any and develop relations with customers and local retailer's.
- Maintains monthly inventory physical stocks entering data through Tally.
- Maintains sales, product knowledge, selling price by keeping current with supply and demand, changing trends, along with other competitors.
- Accurately forecasts annual, quarterly and monthly revenue streams.
- Develops specific plans to ensure revenue growth in showroom.
- Co-ordinates with costumers and ensure the materials are accurately delivered.

B M C Line Shipping LLC

Sales Executive

June 2007 - May 2011 Dubai, UAE

- Monitor the improvement on daily sales & observe the cost variations.
- Ensure maximum customers satisfaction by providing standard quality.
- Filing export rates & tracking about competitor rates and their activities.
- Providing services knowledge to the customers in an efficient way.
- Manages office functions to support the Sales Manager.
- Active in customer interface by providing quality service in their inquiries and related issues.
- Prepares various letters, correspondence, and presentations as required by the Sales Manager.
- Meticulously plans and coordinates detailed tasks within quality standards, established deadlines, and budgetary requirements.
- Perform Quality Telemarketing by soliciting new accounts and handle prospect clients, follow up client's booking and maintain a good relationship with them.
- Monthly updating and maintaining shipping rates for import and export.
- Efficiently communicates and coordinate with overseas agents for sales lead and operations.
- Attend sales inquiries of clients and agents.

LIFE PHILOSOPHY

"If you dont have any shadows, you're not standing in light"

COMPUTER SKILLS

Micorsoft Office

Voss (Vessel Operating Support System)

LANGUAGES

English	● ● ● ● ●
Hindi	● ● ● ● ●
Arabic	● ● ○ ○ ○
Kannada	● ● ● ○ ○


EDUCATION

Bachelor of Commerce

Anjuman Arts Science & Commerce College.
Dharwad University – Karnataka, India.

2002 - 2005

PERSONAL PROFILE

 **Date of Birth**
24 Nov 1981

 **Martial Status**
Married

 **Visa Status**
Residence Visa