

Shahriar Saaed Niazi  
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## CAREER OBJECTIVE

*Pursuing a marketing career in a reputed company; such an opportunity will provide significant learning, ample growth and will prove a strong base for my career. Interested in sales and marketing.*

## Work Experience

**2017**

***Du channel partner sales executive & business development***

*Capable of explaining complicated telecommunication concepts to non-technical professionals.*

*Creating a database.Provided,sold and administered telecom services to sme's.*

*Cold calling.*

*Outdoor sales.*

**2014**

*Lead generation.*

*Gcg international Event management .*

*promotion and marketing of new products.*

*market research.*

*Team leading promoters at events.*

*Handling logistics.*

**2013 - 2014**

***Samsung Retail ( Sales,inventory management&customer service)***

*Extensive knowledge of electronic products.*

*Responsible for making sure each customer was greeted and comfortable.*  
*Ensure inventory control needs are consistently met by improving and developing inventory management process and procedures.**Helped ensure that the customer and staff had their needs met.*  
*Built, stocked and maintained rack display.*  
*Dealing with difficult customers & situations politely but firmly.*  
*Providing services to customers and taking their views on the services that is being provided.*  
*Working in different shifts and public holidays.*  
*Replaced missing product tags, increased aisle shelf space and making sure everything is clean.*  
*Assured high-traffic locations and placements for displays and racks in store.*  
*Inventory and pricing control.*  
*Worked as team member.*  
*Properly rotate stocks.*  
*Responsible to guide customers with their requests or needs.*  
*2013 October Gitex Samsung sales promoter/supervisor for Tv/Av(Second highest sales record).*

**2008 - 2009**

***Sales executive/office administration for Seven Seas rent a car***

*Profound experience managing direct customer contact.*  
*Ensure clean vehicles, a full ready line.*  
*Ensuring that accurate customer data is kept in administrative databases.*  
*Determining sales goals.*  
*Finding out a customer's vehicle needs.*  
*Working in different shifts.*  
*Account management.*

**2009 - 2010**

***Sales consultant for P&G, The Thought Factory***

*Handling multiple customers simultaneously.*  
*Educating customers about scalp.*  
*Recommending proper shampoo for each scalp type.*  
*Increasing sales and brand awareness.*

## **EVENT MANAGEMENT/MARKETING EXPIENCE:**

**2015 -  
January**

*Caprisun Promoter*

**2014 -  
December**

*Team lead (GO FAST ) REAL Madrid vs AC Milan sevens stadium.*

**2014 -  
November**

*SKY DIVE EVENT (GO FAST), Team lead /promoter*

**2014**

*SPEED BOAT EVENT (GO FAST), Team lead*

*ENOC (GO FAST), Team lead*

*Free-lancer (event management companies)*

*Promoting, team leading and organizing events etc.*

**2010**

*Gillette promoter.*

**2009**

*Worked as a promoter for AMD at Gitex (shopper).*

*Diesel perfume promoter (the brave one).*

## Skills

*Well spoken, approachable, with great attention to detail & a professional attitude.*

*Good at socializing and customer relationship building.*

*Excellent Communication skills (verbal and written).*

*Quick learner.*

*Good team management and handling large group of people at once*

*Confident and bold in handling the communication with customers.*

*Can fluently speak English and Urdu.*

*Experience of working with different cultures & backgrounds.*

*Experienced in dealing with the public & comfortable in a selling role.*

## Education

### **Bachelors in Business Administration**

*University of Troy Alabama*

*Specialized in Marketing*

### **O-Levels**

*Roots International School, Senior School Certificate*

## PERSONAL INFORMATION

*Nationality pakistani*

*Date of birth 8th march 1987*

*Languages english and urdu*

*Driving license valid*

## REFERENCE

*Can be furnished upon request.*

*Saman Taheri Samsung gulf 00971503949077*

*Asaad Samsung retail team leader 00971558948008*