



# Saifudheen Kadher A.T

**Date of birth:** 02/05/1999 | **Nationality:** Indian | **Phone number:**

(+971) 565601167 (Mobile) | **Email address:** [saifudheensaifu0110@gmail.com](mailto:saifudheensaifu0110@gmail.com) |

**Address:** Bin huraiz 3, Al Nahda2, Dubai, United Arab Emirates (Home)

## ● ABOUT ME

Versatile **MBA graduate in Airline and Airport Management**, complemented by a **Bachelor's degree in Computer Applications**. Proven expertise in **e-commerce**, coupled with a successful track record as an **Operations Team Leader**. Proficient in managing diverse operational facets while leveraging technological acumen. Seeking to apply strategic insights and **hands-on experience** in a dynamic professional setting.

## ● WORK EXPERIENCE

10/2021 – 10/2023 Thrissur, India

### OPERATIONS TEAM LEAD E-KART LOGISTICS

1. Directed daily operations, overseeing a team of 35 members, to ensure seamless logistical processes and efficient workflow management.
2. Orchestrated strategic planning and implementation of operational procedures, optimizing productivity and minimizing logistical bottlenecks.
3. Fostered a collaborative team environment, providing guidance, mentoring, and regular performance evaluations to drive team cohesion and individual growth.
4. Streamlined inventory management protocols, reducing discrepancies and enhancing inventory accuracy
5. Spearheaded cost-saving initiatives, resulting in reduction in operational expenses while maintaining service quality.
6. Implemented innovative technology solutions, enhancing tracking systems and improving overall operational efficiency.
7. Acted as a liaison between cross-functional departments, ensuring clear communication channels and fostering synergy to meet operational objectives.
8. Developed and implemented safety protocols and compliance standards, achieving improvement in workplace safety and adherence to industry regulations.
9. Led successful process improvement projects, optimizing workflow methodologies and achieving increase in throughput. Cultivated strong client relationships, addressing concerns and fostering a client-centric approach that led to increased client satisfaction and retention rates.

10/2018 – 10/2021 Thrissur, India

### SALES PROMOTER VIVO MOBILES - HAIJIN TRADE INDIA PVT LTD

- Enhanced Sales Territory Management and Expansion. Elevated the company's market presence and revenue streams through meticulous planning and execution
- Implemented targeted strategies that resulted in notable sales expansion and increased market penetration.
- Nurtured client relationships, identified new business opportunities and played a pivotal role in shaping the company's image and market perception through brand-building efforts
- Comprehensive understanding of products helped me to provide tailored solutions to clients, boosting their confidence in our products and services while driving sales growth.
- Actively engaged in collaborative sales meetings, contributing valuable insights and innovative ideas that catalyzed improvements in sales strategies and overall brand value.

04/2018 – 09/2018 Thrissur, India

### SALES EXECUTIVE OPPO MOBILES INDIA

- Responded promptly and effectively to customer inquiries, elevating customer engagement and satisfaction levels through attentive and personalized assistance.
- Maintained meticulous records and ensured accurate bookkeeping, demonstrating a strong aptitude for financial management and accountability.
- Demonstrated a track record of surpassing set sales goals on a monthly basis
- Implemented and executed successful strategies that led to substantial improvements in in-store sales

- Possessed an unparalleled depth of knowledge regarding products and services
- Employed effective cross-selling methods to enhance customer purchases, resulting in elevated transaction values and improved sales margins.

● **EDUCATION AND TRAINING**

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2021 – 2023 India  
**MASTER OF BUSINESS ADMINISTRATION, MBA - AIRLINE AND AIRPORT MANAGEMENT**  
Bharathiar University

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29/02/2016 – 28/02/2019 India  
**BACHELOR OF COMMERCE - COMPUTER APPLICATIONS** Calicut University

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**Address** Calicut, India

● **LANGUAGE SKILLS**

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Mother tongue(s): **MALAYALAM**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
<b>ENGLISH</b>	B1	B1	A2	B1	B1
<b>ARABIC</b>	A1	A1	A1	A1	A1

*Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user*

● **DIGITAL SKILLS**

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Project Management Softwares | • Data Analysis | information Security | • Database Management

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