

MS. PRATICHYA GIRI

📍 Dubai, United Arab Emirates
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OBJECTIVE

Seeking a challenging full-time position to leverage my expertise in sales, logistics, and trade documentation, driving business growth and fostering exceptional client relationships.

Visa Status: Spouse - exp. 2027

Nationality: Nepalese

Date of birth: October 1, 1997

PERSONAL STATEMENT

I am a highly skilled professional with expertise in sales and logistics, excelling in exceeding targets, enhancing client satisfaction, and ensuring seamless trade operations. My experience in documentation, strategic partnerships, and market analysis has consistently delivered measurable business growth. A proactive and adaptable team player, I bring innovation, precision, and dedication to every role.

WORK HISTORY

Nine Ocean Shipping LLC

Port Rashid Dubai, UAE
May 2023 - Present

● Document Controller - Dubai Trade - Mirsal II

1. Bill of Entry (BOE)
2. Export Declaration (ED)
3. Refund claims
4. Import/Export code / Business registration
5. Code renewal
6. Mofaic registration
7. Zajel documents submission
8. Inspection booking
9. VCC apply
10. Makasha
11. Customs Card
12. Gate passes
13. Digital delivery order

● Sales Executive

1. Consistently exceeded sales targets by conducting field visits to customers, driving substantial revenue growth and expanding market share.
2. Cultivated strategic partnerships with UAE-based import/export companies, bolstering the company's reputation and clientele.
3. Expertly negotiated quotations, aligning with company objectives and client expectations, resulting in high client satisfaction and loyalty.
4. Collaborated seamlessly with operations and customer service teams, ensuring seamless service delivery and exceptional customer experiences.
5. Translated complex shipping information into clear, understandable terms for clients, establishing trust and rapport.
6. Conducted thorough market research to stay ahead of industry trends, leading to well-informed adjustments in sales strategies.
7. Actively engaged in industry events and customer interactions, contributing to industry knowledge and valuable connections.

● Sales Girl

1. Provided professional and personalized customer assistance to ensure a positive in-store experience.
2. Demonstrated in-depth knowledge of the latest gadgets, from smartphones to smart home devices, enhancing customers' understanding and purchase decisions.
3. Consistently met and exceeded monthly sales targets by building rapport with customers, effectively upselling relevant accessories and extended warranties.
4. Effectively managed cash and electronic transactions, ensuring accurate and secure processing during busy sales periods.
5. Conducted interactive product demos, highlighting key features and benefits to engage customers and encourage their interest.
6. Skillfully addressed customer inquiries and concerns, ensuring their satisfaction and promoting a positive shopping experience.
7. Collaborated with team members to arrange visually appealing product displays, contributing to the store's inviting atmosphere and overall sales growth.

E-City UAE

Dubai, United Arab Emirates
July 2021 - February 2022

QUALIFICATIONS

British Gurkha College Kathmandu, Nepal 2017 - 2021	Bachelor's Degree Major subjects of study: English, Accountancy, Mathematics, Business Studies, Business Law, Economics, Corporate Tax
Diamond College Kathmandu, Nepal 2016	High School <ul style="list-style-type: none">EnglishAccountancyBusiness StudiesEconomicsMathematics

TECHNICAL SKILLS

- Customer relationship
- Digital Marketing
- CRM Utilization
- Customs clearance
- Import and export

PERSONAL SKILLS

Adaptable Strategist

Skilled in optimizing processes and strategies to align with dynamic business requirements.

Effective Negotiator

Proven expertise in creating win-win solutions for client satisfaction and business growth.

Customer-Centric Problem Solver

Proactively addresses client needs, ensuring high satisfaction and loyalty.

Detail-Oriented Organizer

Exceptional accuracy in trade documentation and regulatory compliance.

Collaborative Communicator

Builds trust through clear communication, fostering strong client and team relationships.

ACHEIVEMENTS

- Consistently exceeded sales targets, driving substantial revenue growth and expanding name in the market.
- Established and maintained strategic partnerships, enhancing client trust and elevating company reputation.
- Improved client satisfaction and loyalty through effective negotiation and tailored solutions.
- Streamlined trade documentation processes, ensuring compliance and operational efficiency.
- Demonstrated industry expertise by staying ahead of market trends, contributing to informed strategic decisions.

INTERESTS

- Sales Strategy Development:** Exploring innovative approaches to enhance market penetration and revenue growth.
- Logistics and Supply Chain Trends:** Staying updated on industry advancements and their practical applications.
- Client Relationship Building:** Engaging with diverse audiences to foster trust and long-term partnerships.
- Digital Marketing:** Utilizing modern tools to optimize brand visibility and client engagement.
- Personal Development:** Participating in professional courses and industry events to expand skills and knowledge.

REFEREES

Joshwa Varghese
Sales Manager - Model Trans Shipping
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