



AJEESHA ABDUL AZEEZ

ASSISTANT SALES MANAGER

PROFESSIONAL SUMMARY

Results-driven Assistant Sales Manager with 6 years of experience leading high-performing sales teams, driving revenue, and consistently exceeding sales targets. Expert in developing and implementing effective sales strategies, fostering client relationships, and providing leadership to meet organizational objectives. Highly skilled in communication, negotiation, and problem-solving, with a proven track record of success in competitive markets.

CONTACT

AJEESHA ABDUL AZEEZ

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Dubai, UAE

EDUCATION

DIPLOMA

International Air Transport Association.
Speedwings Aviation Academy, India.
2009-2010

GRADUATION

Bachelor of Business Administration,
Travel and Tourism.
Mahatma Gandhi University, India.
2006-2009

GRADE 12

C B S E, Kerala, India
2004-2006

GRADE 10

International Indian School,
Riyadh, Saudi Arabia (CBSE)
2004

KEY SKILLS

- Sales Team Leadership
- Customer Relationship Management (CRM)
- Sales Strategy Development
- Market Research & Analysis
- Revenue Growth & Forecasting
- Negotiation & Closing Deals
- Product Knowledge & Presentation
- Performance Monitoring & Reporting
- Team Training & Development
- Communication & Collaboration

TECHNICAL SKILLS

- CRM software (Flair, Flotilla)
- Microsoft Office Suite (Excel, PowerPoint, Word)
- Data analysis and reporting tools
- Sales automation software

PERSONAL INFORMATION

Date of Birth : 09/10/1987
Nationality : Indian
Languages : English, Hindi, Malayalam
Religion : Islam
Marital Status : Married
Visa status : Employment Visa

PROFESSIONAL EXPERIENCE

MAXLINE LLC - DUBAI, UAE

Assistant Sales Manager

Jan 2019 - Present

Responsibilities:

- Lead and motivate a team of 5 sales representatives to meet or exceed monthly, quarterly, and annual sales targets.
- Develop and implement effective sales strategies to expand market share and drive company revenue.
- Monitor and analyse sales data to track performance and identify areas for improvement.
- Conduct one-on-one coaching sessions with sales reps to improve product knowledge, sales techniques, and customer service skills.
- Build and maintain relationships with key clients, ensuring high customer satisfaction and retention.
- Prepare and present regular sales reports to senior management.
- Coordinate with other departments (marketing, operations) to align sales efforts with company goals.

BROS AND SONS MIDDLE EAST - DUBAI, UAE

Business Development Executive

March 2017- Dec 2018

Responsibilities:

- Consistently exceeded monthly sales targets, achieving an average of 110% of sales goals.
- Conducted product presentations and demos for potential clients, leading to a 30% increase in sales conversion rates.
- Collaborated with the sales and operations teams to ensure timely delivery of products and services.
- Maintained detailed sales records using Salesforce CRM and provided regular reports to senior management.

ETISALAT YELLOW PAGES - DUBAI, UAE

Sales Coordinator

August 2015- Jan 2017

ATTA SHIPPING AND CARGO LLC - DUBAI, UAE

Sales Coordinator

Jan 2011- Jan 2012

INTERNSHIP AND PROJECTS

- Specialized in ticket booking from ALBAN TOURS AND TRAVELS.
- Internship at LOURSEN TOURS AND TRAVELS COCHIN.

REFERENCES

Available upon request.