



FARHAN AZEEM SHAIKH

SALES & MARKETING

Self-motivated Sales Professional with 8+ years of experience in the smartphone industry. Thrives on exceeding customer expectations and is experienced at driving sales and achieving targets.

PERSONAL INFO

+971561831954
farhan.azeem88@gmail.com
Dubai, United Arab Emirates
ID Number
784-1989-4218371-0
Nationality
Pakistani
Driving License
Yes
Date of birth
06 March 1989

LINKS

[LinkedIn](#)

SKILLS

- Verbal and Written Communication
- Leadership and Management
- Performance Management
- Time Management
- Sales and Negotiation
- Problem-solving
- Interpersonal and Active Listening

LANGUAGES

- English
- Urdu
- Hindi

WORK EXPERIENCE

Purchasing Supervisor, Cell King Phones LLC (Part-Time), Dubai July 2024 - Present

- Supervise and provide guidance to the purchasing team, including training and performance evaluation.
- Maintains strategic supplier relationships, negotiates pricing, and closes deals.
- Identify and evaluate potential suppliers and vendors based on price, quantity and delivery performance.
- Monitor and analyze market trends, supplier performance, and product specifications to identify opportunities for cost savings and process improvements.

Sales Representative, Transguard Group, Samsung Gulf, Dubai September 2022 - May 2024

- Organized and managed a team of 8 sales promoters at Lulu Hypermarket (NE Region).
- Successfully kept a record of sales and sent reports to stakeholders on a daily basis.
- Regularly communicated with the sales team to ensure that they were updated on store target.
- Directed sales team to achieve goals and objectives, resulting in a 12% increase in sales.
- Handling new launches and visual merchandising.

Sales Executive, TASC Outsourcing, Samsung Gulf, Dubai August 2018 - August 2022

Retailed mobile phones and related services to customers, resulting in increased revenue for the company.

- Achieved 110% of monthly targets by upselling products and services to customers.
- Received positive feedback from 96% of participants who reported that they would recommend it to others.
- Ranked 16th out of 238 promoters in the UAE for Q4, 2023
- Successfully trained team members to deliver exemplary customer service, increasing sales by 10%.
- Delivered successful training sessions to 50+ participants, resulting in a satisfaction rating of 90%.

Sales Executive, TASC Outsourcing, Redington Gulf, Dubai

November 2015 - November 2017

- Retailed of Apple iPhone, iPad and Accessories.
- Implemented promotional offers / discounts in store to attract customers and generate sales using BTL marketing.
- Gathered information about competitor's promotional offers, marketing trends and customer reaction to the product.
- Maintained the display of stock in the warehouse and selling area.
- Kept management informed by submitting the daily sales report.

EDUCATION

Master of Business Administration , SZABIST, Dubai (Marketing)

February 2014 - February 2017

Post-Graduation Degree from KHDA (Government of Dubai)

Bachelor of Business Administration , Bahria University, Karachi (Marketing)

February 2008 - February 2012

Graduation Degree from HEC (Government of Pakistan)

CERTIFICATION

GALAXY AI EXPERT (Samsung)

ANDROID MOBILE CERTIFICATION (Google)

COMPUTER SKILLS

Microsoft Office

Excellence in Word, Excel, PowerPoint, Outlook

Hardware Proficiency Certificate

REFERENCES

References available upon request