

SHEIK MOHAMMED ZUNAID P

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PROFILE SUMMARY

Dedicated, organized, and methodical professional with strong interpersonal skills and a dynamic approach to work.

Experienced in sales, customer service, and team management. A proactive team player with a keen willingness to learn and develop new skills.

PROFESSIONAL EXPERIENCE

Sales Executive

Grand Continent Hotel, Bangalore, India

March 2022 - October 2024

- Met with potential clients to understand their needs and offer solutions.
- Established and maintained client relationships to drive revenue.
- Negotiated contracts and handled promotional activities.
- Monitored sales performance and generated reports for management.

Sales Executive

High Line Auto, Dubai, UAE

December 2018 - February 2022

- Managed sales processes, client interactions, and business development.
- Provided exceptional customer service and closed high-value deals.
- Maintained accurate records and analyzed sales performance.

Assistant Manager

Oaks and Ferns, Bangalore, India

February 2017 - June 2018

- Led a sales team and trained staff to improve performance.
- Managed inventory, handled promotional discrepancies, and resolved customer complaints.
- Ensured smooth store operations and maintained promotional materials.

Customer Service Agent

Air India Airlines, Mangalore, India

September 2013 - September 2016

- Assisted passengers with inquiries, reservations, and check-in procedures.

- Ensured customer satisfaction and handled service-related issues professionally.
- Maintained airline standards and compliance with safety regulations.

EDUCATION

Bachelor of Business Administration (Aviation)

Dr. C.V. Raman University

SKILLS & STRENGTHS

- Sales & Business Development
- Customer Service & Client Relations
- Negotiation & Contract Management
- Sales Reporting & Performance Tracking
- Team Leadership & Training
- Inventory & Promotional Management
- Strong Interpersonal & Communication Skills
- Computer Proficiency

LANGUAGES

- English (Fluent)
- Malayalam (Fluent)
- Hindi (Fluent)
- Arabic (Basic)

ADDITIONAL INFORMATION

- Date of Birth: 13/05/1989
- Nationality: Indian
- Marital Status: Married
- Passport No: V2024228
- Driving License: India