

IMRAN KHAN

Salesman

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SUMMARY

Experienced Supervisor with over 20 years in Bahrain. Adept at leading sales teams, driving revenue growth, and enhancing customer satisfaction through expert product knowledge and exceptional service. Recognized for consistently maintaining high standards of inventory management and sales performance. Awarded a Certificate of Appreciation for a decade of dedicated service, demonstrating a strong commitment to excellence and operational success.

EXPERIENCE

Salesman 2024 - Present
Al Muntaza Market - Al Meer Group Bahrain

- Customer Interaction:** Greeted and assisted customers, addressing their inquiries and providing product recommendations to enhance their shopping experience and drive sales.
- Product Sales:** Demonstrated product features and benefits, effectively upselling and cross-selling to meet sales targets and boost store revenue.
- Transaction Management:** Accurately processed sales transactions, handled cash, and managed register operations to ensure a smooth and efficient checkout process.
- Stock Management:** Monitored inventory levels, restocked shelves as needed, and reported low stock or discrepancies to ensure product availability and store efficiency.

Supervisor 2007 - 2023
Home Electronics Isa Town, Bahrain

Got Certificate of Appreciation for 10 years dedicated service as a supervisor
Worked as Category Manager in TV Hifi Section for 6 month.
Worked as Salesperson in TV Hifi Section for 5 years (2008 - 2013)
Worked as Salesperson for 1 year (2007 - 2008)

- Team Leadership:** Supervised a team of sales associates, providing guidance, training, and support to ensure exceptional customer service and adherence to company standards.
- Sales Management:** Oversaw sales operations within the TV HiFi section, driving sales performance through effective merchandising, upselling, and cross-selling strategies.
- Customer Service Excellence:** Ensured high levels of customer satisfaction by addressing inquiries, resolving complaints, and providing expert advice on TV and HiFi products.
- Inventory Oversight:** Managed stock levels, conducted regular inventory checks, and coordinated with suppliers to ensure product availability and optimize stock levels.



KEY ACHIEVEMENTS

Customer Focus
Strong commitment to delivering exceptional customer service and resolving issues effectively.

Sales Expertise
Skilled in developing and implementing sales strategies that drive revenue growth and achieve targets.

Technical Knowledge
Extensive knowledge of TV and HiFi electronics, ensuring informed recommendations and support.

Organizational Skills
Excellent in managing inventory, overseeing store operations, and maintaining a well-organized sales floor.

SKILLS

- Sales Management
- Product Knowledge
- Inventory Management
- Customer Relationship Management
- Visual Merchandising
- Leadership
- Customer Service
- Communication
- Problem-Solving
- Time Management

LANGUAGES

Arabic	Advanced	●●●●●
English	Advanced	●●●●●
Hindi	Proficient	●●●●●
Urdu	Native	●●●●●

EXPERIENCE

Salesman

2003 - 2004

Lebanon Trade Center

Isatown, Bahrain

- **Store Presentation:** Maintained an organized and visually appealing sales floor by arranging merchandise, setting up displays, and ensuring the store environment was clean and inviting.
- **Customer Service:** Addressed and resolved customer complaints and issues promptly, striving to provide a positive resolution and maintain high levels of customer satisfaction.
- **Sales Reporting:** Assisted in tracking sales performance and generating reports on sales metrics, customer feedback, and inventory status to support store management.

EDUCATION

Bachelor of Arts

University of Peshawar

Pakistan

DECLARATION

I hereby declare that the information provided in this document is accurate and true to the best of my knowledge and belief. I understand that any false statements or omissions may result in the rejection of my application or termination of employment. I am committed to upholding the highest standards of integrity and professionalism in all my professional endeavors.

Imran Khan

