

Uzair Shaikh

Sales Executive



4 Years 0 Month



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Profile Summary

Seeking a challenging role in Marketing, Sales, Retailing, and Business Development to leverage my skill set for driving organizational growth. Eager to contribute with a strong focus on innovation, resourcefulness, and adaptability. Passionate about delivering results and exceeding expectations.



Education

B.Com, 2020

Mumbai University

12th, 2017

Maharashtra, English

10th, 2015

Maharashtra, English



Work Experience

Jul 2024 - Dec 2024

Sales Executive

Durian Industries

- Prospected and identified potential customers to generate sales leads

- Promoted products/services to increase customer base and revenue

- Cultivated and maintained strong relationships with clients

- Consistently met or exceeded sales targets to directly contribute to company growth

Dec 2022 - Jul 2024

Sales Executive

The Wooden Street

HANDLING WALKIN CUSTOMERS AND PITCHING FOR SALES FOR WOODEN FURNITURES



Key skills

- sales
- customer service
- Retail Sales
- Sales and Marketing
- Business Development
- Face to face client Interaction
- Back Office Operations



Personal Information

City Mumbai

Country INDIA



Languages

- English
- Hindi
- Marathi

Feb 2021 - Dec 2022

Agent

Concentrix

Handling customer's query and resolving issues in customer service. Handling customer face to face and handling there queries related to InterPay app and facing issue while doing the transaction. Interpay is a digital payment wallet which allows you to do the online and offline transaction, and its also provides you the Intermiles while using the Interpay service. So that you can redeem these Intermiles from Interpay app and intermiles website Unfortunately the process gone ram down So now i am working for CoinDCX for backoffice Handling customers for facing issue in INR deposit and withdrawal

Jan 2025 - Present

Sales Executive

Samsung India

Worked as Sales Executive in Samsung

1. Product Knowledge & Demonstration

1. Understand and explain Samsung smartphone features, specifications, and latest technologies (e.g., Galaxy AI, camera, display, One UI).

2. Provide live demonstrations to customers.

2.

3. Customer Engagement & Sales

1. Greet and approach customers actively.

2. Identify customer needs and suggest suitable Samsung devices.

3. Upsell higher-end models or accessories (e.g., Galaxy Buds, smartwatches, cases).

4.

5. Achieve Sales Targets

1. Meet or exceed daily/weekly/monthly sales targets.

2. Track sales performance and report to the manager or Samsung supervisor.

6.

7. Display & Merchandising

1. Ensure that Samsung display counters are clean, updated, and fully stocked.

2. Set up promotional displays during new launches or campaigns.

8.

9. Market Feedback

1. Collect feedback from customers about products and share insights with the brand team.

2. Monitor competitor offers and customer preferences.

10.

11. After-Sales Support

1. Help customers with activation, setup, or basic troubleshooting.
2. Guide customers on Samsung Care, warranty, or service centers if needed.

^{12.}

13. Reporting

1. Maintain daily sales reports.
2. Share data about stock availability, fast-moving models, and customer queries.

^{14.}

15. Training & Updates

1. Attend regular product training and brand briefings.
2. Stay updated on new Samsung launches, software updates, and promotional offers