**RESUME** 



 **CONTACT**

 **ANAS KASIM**

* +91 7736 33 1163
* +974 7036 3646
* Email Id- anazkasim@gmail.com

# C:\Users\abdou\Desktop\Resumes for Customer\Customer Project\Resume 2\icon1.png **OBJECTIVE**

To secure an appropriate position, this will provide growth opportunities with effective utilization of my skills and experiences also the opportunity to learn more in professional Atmosphere**.**

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* An effective communicator possessing excellent presentation & soft skills with honed marketing management, logical and problem-solving abilities.
* Recognized for successfully meet targets, proficiently formulating and implementing budgets, building high-performing teams and nurturing fruitful relationships with customers.

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* Fundamentals of computer
* MS-Office: MS-Word, MS-Excel, MS-Power point
* Operating System: Windows, Dos
* Accounting Software: Tally (5.4-7.2)

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* Two years’ experience from Janabco Used Car’s, Kerala, India as a post in Salesman & Evaluator (2000 to 2002)
* One year experience from Granite India Sales Corp. Kerala, India as a post in Marketing Executive. (2002 to 2003)
* Four year experience from Lulu Hyper Market, UAE as a post in Customer Service Supervisor, Store keeper and Household Supervisor (2003 to 2007)
* Five years’ experience from New Tawar Bakery, Doha, Qatar as a post in Sales Executive (Fresh Food division 2007 to 2012)
* Six years’ experience from Al Mana & Partners, Unilever Division, Doha Qatar ( Lipton Tea and Rainbow Milk Products ) as a post in Sales Supervisor & Team Coordinator (2012 to 2018 )
* One year experience From Popular Maruti Kerala as post in Show Room Sales Team Leader (2018)
* One year experience from HYUNDAY CAR’S Kerala as a post in Team Leader (2019)
* Six month experience from Qatar National Import & Export (QNIE) as post in Senior sales executive.( FMCG)

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* Responsible for assigned sales targets (monthly, quarterly and annually).
* Goals set for centres month on month, maintaining relationship with target customers, customer service, ensuring high rate of return on investment, sales support and sales.
* Maintaining AD stock as per norms, Document collection, Provide daily updated data to AD., Promoting the Brands & Encouraging the Sales through various Promotional Activities, Establishing a healthy relationship with retailers, Promoting Sales through Visibility in my area.
* Operating Internet, Updating all records and documents (Hard copy as well as Soft copy), Data Entry, Updating accounts, Networking with different stake Holders and organization.
* Getting order through buying house and export house
* Proper execution of order and dispatch it on time.
* Follow up for payment**.**
* Maintain good relation with client.
* Good Product Knowledge & Flair For Automobile Industry & FMCG
* Operational Knowledge On Finance, Insurance ,RTO Processes & Exchange
* Excellent Communication and Selling Skills

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* Degree from Christ College Thalasseri ,Kerala
* Pre-Degree from Christ College, Thalasseri, Kerala
* High School from MMHS, New Mahe, Kerala

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* Joined National Service Scheme at College level and participated in various camps organized by it.

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* Positive thinking
* Hard Working
* Result Oriented
* Customer Centric

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* Languages Know : English, Hindi, Tamil, Arabic & Malayalam
* Driving License : Valid Qatar and Indian Driving License
* Visa Status. : RP Cancelled
* Date Of Birth : 04.01.1982
* Present Address : Safiya Manzil

 Post, Azhiyoor (Near Mahe)

 Vadakara

 Pin 673309

 Kerala India