



HUNZALA IRFAN

Sales Representative

+971544638102

Hunzala528@gmail.com

Dubai, Al barsha 1

EDUCATION

Forest Stewardship Council

Islamabad, Pakistan(2018)

Matriculation Science

Islamabad, Pakistan(2016)

Computer application course(2018)

EXPERTISE

Sales and Business Knowledge

Product Knowledge & Company Expertise

Attention to Detail

A Customer-First Mindset

LANGUAGE

English

Urdu

Punjabi

Experience

2019 (April) - 2023 (December)
National Food Product Company (UAE)

Sales Merchandiser

Plan and develop merchandising strategies that balance customers' expectations and company's objectives. Analyse sales figures, customers reactions and market trends to anticipate product needs and plan product ranges/stock. Collaborate with buyers, suppliers, distributors and analysts to negotiate prices, quantities and time-scales. Maximise customer interest and sales levels by displaying products appropriately. Produce layout plans for stores and maintain store shelves and inventory. Forecast profits/sales and plan budgets

2019 (January - March)

Calidus (UAE)

Data Entry Operator

Insert customer and account data by inputting text based and numerical information from source documents within time limits. Compile, verify accuracy and sort information according to priorities to prepare source data for computer entry. Review data for deficiencies or errors, correct any incompatibilities if possible and check output. Research and obtain further information for incomplete documents. Apply data program techniques and procedures. Generate reports, store completed work in designated locations and perform backup operations.

January 2017 - November 2018

Metro Mart (Islamabad) PK

Cashier & Sales person

Processing sales transactions and taking payments, Calculating the cost of products or services, Calculating and returning change for cash transactions, Maintaining adequate change denominations and requesting additional change, Answering customer questions about products or services and providing recommendations based on customer needs, Cross-selling and upselling products, Reconciling cash drawers and sales receipts, Reporting issues with equipment, Working with the team to meet store sales goals, Responding to and resolving customer complaints and concerns, Processing layaways, returns and exchanges, Maintaining clean and tidy checkout and merchandise areas