

RAFI SHAIKH

SALES REPRESENTATIVE

CONTACTS



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204, Shaikh Abdullah Building , Al Mahatta , Sharjah, United Arab Emirates

LANGUAGES



English

Hindi

Marathi

Urdu

ABOUT ME



As a dynamic Sales Representative, I excel in relationship building, problem-solving, and communication. With a proven track record of driving growth and enhancing organizational efficiency, I specialize in strengthening both vendor and client relationships. My commitment to delivering results ensures that I continuously add value to the team.

EDUCATION



HIGH SCHOOL DIPLOMA

Maharashtra State Board of Higher Secondary | Mumbai
2007

UNDERGRADUATE

University of Mumbai | Mumbai
2008

SKILLS



Relationship Building

Problem Solving

Excellent Communication

Adaptability

WORK EXPERIENCE



MAY 2019

JUN 2024

DIRECT SALES ASSOCIATE (DSA)

AndroMeda Marketing | Mumbai

- Promoted and sold Vi Telecom solutions, leveraging in-depth product knowledge to align offerings with customer needs and consistently exceed sales targets.
- Increased market share and enhanced brand recognition through strategic sales initiatives in competitive landscapes.
- Delivered personalized demonstrations that highlighted key product features and benefits, driving informed purchase decisions.
- Cultivated strong relationships with retail partners and end customers, ensuring exceptional post-sales support and satisfaction.
- Collaborated with the marketing team to launch impactful promotional campaigns, boosting customer engagement and sales performance.

FEB 2013

APR 2016

SALES REPRESENTATIVE

Bombay Medical | Mumbai

- Advised customers on selection and effective use of healthcare products, enhancing overall well-being.
- Exceeded monthly sales targets through strategic upselling techniques.
- Managed inventory levels effectively to ensure product availability and optimize sales.
- Resolved customer concerns promptly, reinforcing satisfaction and loyalty.
- Ensured compliance with health and safety standards in medication handling and storage.
- Collaborated with team members to execute health awareness events, boosting store performance.
- Developed in-depth product knowledge to address customer inquiries with expertise.
- Assisted pharmacists in verifying prescriptions and educating customers on medication usage.
- Addressed customer complaints with tailored solutions to uphold satisfaction and loyalty.
- Maintained accurate sales records to ensure regulatory compliance.

COURSE



DIPLOMA IN INTERNATIONAL AIRLINES AND TRAVEL MANAGEMENT

IATA/UFTAA Foundation & EBT Course