



ASHA SHAIK

Summary

Experienced Sales Associate with 2 years in retail sales. Demonstrated success in customer service, product knowledge and team collaboration. Proven track record of exceeding sales targets, building strong client relationships, and driving revenue growth. Seeking a challenging sales associate position where I can leverage my expertise to contribute to the success on a dynamic organization

Contact

QID: 30235614248

Status: Immediately Join

Phone

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Email

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Address

Al Mansoura, Qatar

Educational Qualification

- **JNT University Degree**
- **Completed in 2024**
- **HSC (12th) Completed in 2020**
- **SSC (10th) Completed in 2018**

Skills

- CRM System
- Data Analysis
- Social Selling
- Email Marketing
- Sales Automation
- Online Presentation
- MS office
- Billing Software

Computer Knowledge

- Python, JAVA, C
- Web designing, My SQL
- Social Media Software,
- MS Office 365
- Billing Software
- Net Browsing

Language

- English
- Telugu
- Hindi

Experience

Feb – 2024 up to Present

NITRON Trading and Services

Sales Associate

- Developed and delivered compelling sales presentations and proposals to potential clients, effectively communication the value proposition of products and services.
- Implemented innovative sales strategies and promotional campaigns to penetrate new markets and drive brand awareness, resulting in increased market share
- Mentored and coached junior sales team members, providing guidance and support to enhance their sales skills and performance.
- Attended industry conferences trade shows, and networking events to expand professional network and stay abreast of industry trends and developments.
- Conducted regular performance evaluations and assessments of sales initiatives, identifying areas for improvement and implementing corrective measures as needed.
- Acted as a liaison between clients and internal departments, ensuring seamless communication and alignment of objectives to meet client needs.
- Maintained a deep understanding of competitor offerings and market dynamics, leveraging insights to refine sales strategies and gain a competitive edge.
- Demonstrated resilience and adaptability in navigating challenges and overcoming obstacles to achieve sales objectives
- Received accolades and recognition for outstanding sales performance and contributions to company growth and success.
- Continuously sought opportunities for professional development and skills enhancement through training programs, seminars, and workshops.
- Participated in the development of pricing strategies and contract negotiations to maximize profitability and revenue generation.
- Proactively addressed customer concerns and resolved issues in a timely and satisfactory manner, reinforcing customer loyalty and satisfaction.
- Collaborated with marketing teams to develop targeted marketing campaigns and promotional materials to support sales efforts and drive customer engagement.