

# ZUVAID ABDULLA

## SALES REPRESENTATIVE

### CONTACT

- +966 570085319
- Zuvaidak7@gmail.com
- Manfouha, AdDabab ,  
Dammam, Saudi Arabia

### SKILLS

- Verbal Communication
- Creative problem solving
- Market trends understanding
- Negotiation mastery
- Customer relationship
- management
- Sales trend analysis
- Time manageme

### LANGUAGES

- English (Fluent)
- Arabic (Fluent)
- Hindi (Fluent)
- Malayalam (Mother tongue)

### IQAMA DETAILS

Iqama No : 2609207390  
Type Of Iqama : Transferable  
Expiry Date : 08/03/2026  
Notice Period : Immediately



### PROFILE

Highly motivated Sales Representative with a strong track record of exceeding sales targets and driving business growth. Skilled in lead generation, client relationship management, and persuasive negotiation. Adept at understanding customer needs to deliver tailored solutions that boost satisfaction and loyalty. Committed to contributing to company success through strategic sales planning and exceptional service.



### WORK EXPERIENCE

**Kayan foods & Building Trading Co.** 2025 - PRESENT  
**Dammam, Saudi Arabia**  
Sales Representative

- Promote and sell frozen, chilled, and packaged food & beverage products to retail shops, restaurants, and bulk buyers.
- Build and maintain strong relationships with customers to encourage repeat business.
- Plans product ranges and preparing sales and stock plans in conjunction with buyers, moreover forecasts profit, sales and optimizing the sales volume and profitability of designated product areas.*
- Monitors slow sellers and taking action to reduce prices or set promotions as necessary.*

**Ramadan alfar cold store co.** 2019 - 2025  
**Khobar, Saudi Arabia**  
Sales Representative

- Keep accurate records of sales transactions, customer accounts, and outstanding payments.
- Promote and sell frozen, chilled, and packaged food & beverage products to retail shops, restaurants, and bulk buyers.
- Supplies management with oral and written problems on customer needs, problems, interest, competitive activities, potrnial for new product and services.

**Alhind Tours & Travels pvt.Lt** 2017 -2018  
**Kerala, India**  
AccountsAssistant

- Daily cash & Bank closing.
- Preparing Purchase Order and submit all required details for Approval.
- Follow-up for quotation from suppliers and answer all the clarification emails and calls from suppliers.
- Collection, follow up and Customer account maintenance

## AREAS TRAINED

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- HOSPITALITY
- SALES
- MARKETING
- ACCOUNTS
- STORE & GODOWNS
- ADMINISTRATION

## REFERENCES

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*As per Request*



## EDUCATION

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### Bachelor of Commerce

Ibried Campus | Bharathiyar University

**GPA:** 3.8 / 4.0

### Diploma In IATA/UFTAA

SpeedWings academy

**GPA:** 4.5. / 4.5



## ADDITIONAL QUALIFICATION

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- Diploma in IATA/UFTAA foundation in Travel & Tourism (ITDL Montreal Canada) from Speed Wings Institutions, Kerala, India (A Grade).
- Certification of Computer Reservation Software Amadeus.
- Certification of Computer Reservation Software Galileo.
- Diploma in Computer Hardware & Networking from Irfan Technologies, Kerala, India (A Grade).
- Diploma in CCTV & Video Surveillance from Irfan Technologies, Kerala, India (A Grade)



## DECLARATION

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I hereby declare that above mentioned information are accurate, reliable and up to date

DATE :

**Zuvaid Anchukandan**

PLACE :