

Tariq Abdullah

DOB: 10Feb1983

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Highly motivated sales professional seeking a sales representative position, where I can contribute my strong customer service and negotiation skills. I bring more than fifteen years of retail sales experience.

Education

Matriculation.

Sheikh Khalifa Bin Zayed Arab Pakistani School, Abu Dhabi, United Arab Emirates (2000).

- Completed Matriculation with Science

Intermediate.

Sheikh Khalifa Bin Zayed Arab Pakistani School, Abu Dhabi, United Arab Emirates (2001-2003).

- Completed Intermediate Education with Commerce

Experience

Emirates Network, UAE (2005 - 2011).

- Adding and selling products and services using solid arguments to prospective customers.
- Performing cost-benefit analyses of existing and potential customers.
- Maintaining positive business relationships to ensure future sales.

Stock Keeper, Karachi (2011 - 2022).

- Ordered, procured, and stocked all received shop items, in a proper manner.
- Opened, closed and managed operations of the stock in the shop, as needed in the book.
- Supervised and assisted with shop stocking and product arrangement activities.
- Priced, promoted, and sold various products and items of the shop to the customers.
- Operated stock register and handled all stock transactions, in an efficient manner.
- Cleaned, tidied, and maintained the visual appeal of the shop.

Highlights

- Results-oriented
- Critical thinking
- Patience
- Communication
- Organization
- Imaginative thinking
- Leadership
- Teamwork
- Time management
- Organizational
- Ability to motivate
- Staff and maintain good relations
- Resistance to stress
- Arabic, English and Urdu Fluent
- Operability and Commitment

Hobbies

- Reading Comics and Novels (Mostly Fiction).
- Playing squash.
- Keen interest in technology.

Daraz.pk, Pakistan (2022-Present)

- Promptly handle an average of 80 Customers inquiries and complaints per day with an average of 97% customer satisfaction rate.
- Maintained a knowledge base of the evolving product offerings, and improved customer retention by 9% by proactively recommending new products to existing customers.
- Documented customers interactions to reduce on-boarding time by 60% when new customer service representative interact with customers.
- Maintained up-to-date customer records in Daraz.pk software, while interacting with customers across email, phone and social media.
- Increased average customer order size for customers by 20% by understanding needs and recommending the right products.
- Handled the customers in advanced English and Urdu at very Highest level with maximum of satisfactory with minimum criteria Of 96% satisfaction at an average of 97%.