



DELJO PAUL

E: deljo.123@outlook.com

P: 971543746256

A: SHARJAH 97800

LINKS

- <http://linkedin.com/in/deljopaul>

PROFESSIONAL SUMMARY

Innovative Senior Sales Consultant focused on bringing in profitable business opportunities and developing long-lasting client relationships. Considered a valuable asset to any sales organization. A high-performing individual knowledgeable in various types of technology.

WORK HISTORY

kalyan jewelers - Senior Sales Consultant

sharjah • 09/2021 - Current

- Evaluated clients' needs and created plan of action to provide solutions.
- Exceeded customer requirements with accurate and deliverable solutions.
- Created sales presentations to highlight product benefits and enhanced bottom-line profits.
- Identified and resolved issues regarding sales and business strategy.
- Mentored junior sales consultants, providing guidance and support for career growth.
- Up-sold and cross-sold products effectively, driving sales and increasing revenue.

Malabar Gold & Diamonds - Sales Associate

Dubai • 12/2013 - 08/2021

- Boosted customer satisfaction levels through exceptional service, addressing concerns promptly, and providing a welcoming store environment.
- Achieved monthly sales targets consistently by implementing effective sales strategies and maintaining a high level of product knowledge.
- Organized racks and shelves to maintain store visual appeal, engage customers, and promote specific merchandise.
- Provided positive first impressions to welcome existing, new, and potential customers.
- Built relationships with customers to encourage repeat business.
- Engaged with customers to build rapport and loyalty.
- Managed returns, exchanges and refunds in accordance with store policy.
- Organized in-store promotions and events to increase foot traffic and drive additional sales opportunities.

SKILLS

- Sales strategy
- Sales expertise
- Sales Team Leadership
- Quality assurance understanding
- Business development and planning
- CRM software proficiency
- Sales analytics
- Product and service knowledge
- Sales Presentations

EDUCATION

MAHARAJA S TECHNOLOGICAL INSTITUTE

THRISSUR KERALA INDIA • 06/2008

Bachelor of Arts

Model Boys Higher Secondary School

Thrissur, Kerala • 03/2003

High School Diploma

| LANGUAGES

Arabic

English

Hindi

Tamil

Malayalam

| REFERENCES

Sijo Jose, Assistant Manager, 971581852725, sijo794@gmail.com

| ADDITIONAL INFORMATION

UAE DRIVEING LICENSE

| MUSIC AND CRICKET

LISTENING AND PLAYING