



Afsal Rahim A R

IT Professional & Sales

Contact Information

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Location: Union Metro Station Deira -Al Rigga Dubai
Nationality: Indian
Marital Status: Single
Date of Birth: 19th September 2002
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Professional Summary

Dynamic and results-driven Sales and IT professional with experience in driving revenue growth, managing client relationships, and implementing technology solutions. Proven track record in B2B/B2C sales, CRM systems, IT support and data entry. Adept at working in fast-paced, multicultural environments like Dubai with a deep understanding of GCC market trends and digital transformation strategies.

Skills

Hard Skills

- Financial modeling and reporting
- Data mining and analysis
- Financial accounting
- Business valuation
- MS Word, Excel, PowerPoint
- Data management
- Sales Strategy & Execution
- Client Acquisition & Retention
- IT Support & Infrastructure
- Digital Marketing & E-commerce

- Networking system & Administration

Soft Skills

- Observation
- Decision making
- Communication
- Multi-tasking
- Time management
- Flexibility
- Negotiation
- Team work
- Leadership

Work Experience

Sales Executive, Blinkit, Trivandrum, Kerala, India (2023 - 2024)

- Successfully managed a portfolio of over 150 B2C clients, achieving monthly sales targets consistently.
- Initiated new customer outreach campaigns, increasing customer base by 35% within a year.
- Handled end-to-end sales cycle including lead generation, client meetings, negotiations, and closing deals.
- Coordinated with IT and logistics teams to ensure seamless order processing and timely deliveries.
- Maintained detailed customer records using CRM tools and provided after-sales support, resulting in a 20% increase in customer retention.

Education

- Computer engineering in Diploma at Muslim association college of Engineering.
- High School, Mar Gregorios English Medium School, Pravachambalam, Trivandrum, Kerala, India (2020-2021)
- Higher Secondary School, Govt. H.S.S. Balaramapuram, Trivandrum, Kerala, India (2018- 2019)

Languages

English, Malayalam, Hindi, Tamil