



ABDUL JALAL.A

SALES REPRESENTATIVE

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Abu Dhabi, United Arab Emirates.

CAREER OBJECTIVE

To be a successful professional in **Sales representative** by joining an organization that can provide me opportunities to widen my skills to grow & expand with the organization.

PERSONAL DATA

Nationality : INDIA
Date Of Birth : 26.04.1994
Passport No : P4006033
Visit Status : Employment
Driving License : Uae Driving
License with owned car.

LANGUAGES

ARABIC
ENGLISH
HINDI
TAMIL
MALYALAM

PROFILE SUMMARY

- Have 6 years experience in UAE and still working as Sales Representative in a reputed organization in UAE.
- Hold a Bachelor of Business Management (BBM)
- Good experience in creating and implementing Sales plans
- Worked in various leading retail outlets in Abu Dhabi, as a merchandiser and sales representative
- Strongly commercial with excellent communication and influencing skills.
- Energetic and capable of working independently and a good deal of autonomy.
- Have excellent time management skills & can meet the deadlines without compromising on quality.
- Well versed in advanced computer skills and MS Office Applications.
- Excellent spoken & written skills in English.
- Highly dependable & can prioritize and organize tasks.
- Can work under pressure and meet deadlines.

WORK EXPERIENCE

❖ **SALES REPRESENTATIVE (2022 – Still working)**
MARS WRIGLY, (GULFCO) ABU DHABI, UAE

- Responsibilities included territory management, monthly sales quota achievement, merchandising and customer service.
- Conducted market analyses, evaluated competitive trends and provided reports to the manager.
- Consistently achieved annual business goals, analyzed competitor pricing, developed pricing strategies and applied product mix discounts and combination values.
- Routinely exceeded sales quotas and tracked the effectiveness of marketing programs
- Implementing training related to product education targeted to retailers and wholesalers.

**MARS
WRIGLEY**

COMPUTER SKILLS

- TALLY 9
- QUICK BOOKS
- WINGS
- PEACHTREE
- MS OFFICE
- ENGLISH TYPING

- Maintaining retail call frequency to include: following structured selling processes, maintain inventory levels, building and restocking, booking displays, permanent point of sale placements, selling an additional shelf space, rotate product, filling shelves, placing promotion activities, and follow up on delivery issues, and resolve billing issues.
- Introducing and selling in new brands and packages including activities to support sell through.
- Completing the paperwork and computer tracking such as account level objectives tracking, expense reports, tracking forms, and surveys and work orders.
- Establishing and monitoring quality control standards (product freshness or damages.) make daily decisions on inventory levels using past sales data tools, changes in climate, competitive activity and special promotion activities.
- Ability to coordinate brand information, supply pos material and keep lines of communication open with wholesalers in order to better sell-through products.
- Participating in evening and weekend promotions as necessary travel to help out where needed.

❖ **MERCHANDISER (11.2018 – 11.2022)**

GULF TRADING AND REFRIGERATING LLC, ABU DHABI, UAE



- Arranging & Maintaining product displays on shelves
- Planning and developing merchandising strategies
- Confirming the delivery of products to clients
- Executing company's product sales plan across Abu Dhabi city
- Providing excellent product information
- Reporting daily sales activities and implementation to the sales manager
- Updating sales records, dealers and client details on daily basis

EDUCATIONAL QUALIFICATION

Course	Name & Address Of The Institution	University / Board	Year of passing
Bachelor of Business Management (BBM)	Nalanda College	Kannur University	May 2017
Higher Secondary	Govt. H.S.S Shiriya	Kerala state higher secondary education	March 2013

Declaration

I hereby declare that the above written particulars are true to the best of my knowledge.