

ABDUL REHMAN AJMAL

Retail Sales Executive | Stock Receiving Officer

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SUMMARY

Accomplished sales leader with over 2 years of experience, driving retail growth, strategic merchandising, and product management. Skilled in customer relationship management and market analysis, with a proven track record of exceeding sales. Highly motivated and experienced Logistic Coordinator With my knowledge and experience, I am confident in my ability to contribute to the success of any organization

EXPERIENCE

Sales Executive07/2022 - July 2024

Arabisk Vape Supplies Smoking LLCAbu Dhabi

- Spearheaded the development and implementation of strategic retail marketing plans, resulting in a 20% increase in annual revenue.
- Directed the launch of 4 major product lines, contributing to a 35% rise in market share within the first year of release.
- Collaborated with cross-functional teams to align sales forecasts with production planning, improving inventory turnover by 25%.
- Generated comprehensive weekly and quarterly reports to track sales performance and identify opportunities for growth.
- Managed customer supply chain initiatives ensuring optimal stock levels, reducing out-of-stock scenarios by 15%.
- Fostered strong relationships with retail partners, which led to the brand being a preferred vendor in top-performing categories.

Logistics Coordinator02/2020 - 02/2021

RN CARGO LOGISTICSKerala , India

- Responsible for overseeing and coordinating all aspects of logistics operations, including transportation, warehousing, and inventory management.
- Oversees the shipping and receiving of goods, ensuring that shipments are properly packaged, labeled, and transported in a timely and cost-effective manner.
- Communicated with suppliers and customers to coordinate logistics activities and ensure that all parties are informed of shipment status and other logistics-related issues.
- Maintained accurate records and reports on logistics activities, including inventory levels, shipment status, and other logistics-related data.

EDUCATION

Bachelor of Commerce01/2018 - 01/2020

St ALOYSIUS COLLEGE | DEEMED TO BE UNIVERSITYMangalore, India

Advanced Diploma in Logistics and Supply Chain Management2018 - 2020

St ALOYSIUS COLLEGE | DEEMED TO BE UNIVERSITYMangalore, India

LANGUAGES

English	Native	●●●●●	Arabic	Native	●●●●●
Hindi	Native	●●●●●	Malayalam	Native	●●●●●



KEY ACHIEVEMENTS

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Top Sales Performer

Recognized as the Top Sales Performer for two consecutive years at Arabisk Vape Supplies Smoking LLC, driving top-line growth by over 20%.
- ★

Product Launch Success

Led a team in the successful launch of a flagship product line, securing a 35% market share within 12 months.
- 🔧

Inventory Management Excellence

Optimized inventory turnover and reduced out-of-stock rates by 15%, streamlining operations across multiple departments.
- 🧠

Customer Satisfaction Champion

Implemented customer-first strategies that significantly enhanced satisfaction scores by 30% at Lowe's.

SKILLS

Retail Account Management ·

Strategic Planning · Sales Forecasting ·

Product Management · Stock Control ·

Inventory Forecasting · Stock Audits

COMPUTER SKILLS

Xenia

XENIA TECHNOLOGIES