



# AKHIL ANILKUMAR

SALES ASSOCIATE (FMCG)

## CONTACT

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## PROFILE SUMMARY

Sales Associate with nearly three years of experience in the fast-paced FMCG sector, excelling in sales, office administration, and customer service. Proficient in cash handling and equipped with foundational skills in MS Office, I combine efficiency with a strong customer-oriented approach. Additionally, I hold a valid UAE driving license (LMV), enabling flexibility and adaptability in various roles.

## EDUCATION

- 2020  
Andhra University
- Bachelor of Commerce

## SKILLS

- Merchandising
- Sales development
- Cash handling
- customer service
- Store Management
- MS Office

## DRIVING LICENSE

- License number : 927842
- Place of issue : Sharjah
- Permitted vehicles : LMV (Manual)
- Issue date : 05/01/2024

## LANGUAGES

- English
- Hindi
- Malayalam
- Tamil

## WORK EXPERIENCE

**Grandiose Supermarket [Majan, Dubai]** 2024 - PRESENT  
Sales Associate

- Enhanced visual merchandising to create engaging displays that drive customer interest and boost sales.
- Cultivated strong customer relationships to foster repeat business.
- Addressed customer challenges by presenting relevant products and services.
- Consistently achieved monthly sales targets through effective sales strategies and comprehensive product knowledge.
- Assessed customer needs and employed suggestive selling techniques to maximize sales opportunities.
- Managed the creation of order forms and ensured timely product receipt.
- Maintained well-stocked and organized shelves to optimize sales potential.

**ADNOC Distribution [Sharjah]** 2022- 2024  
Sales Associate & Incharge

- Achieved top-line sales targets through proactive customer engagement and tailored product recommendations.
- Analyzed sales data to optimize inventory by collaborating with management on fast-moving stock requests.
- Enhanced reporting processes by supporting management in generating essential sales and cash reports.
- Ensured accurate cash handling with zero variance at the cash counter.
- Maintained visually appealing merchandise displays to drive customer interest in assigned sections.
- Took on in-charge responsibilities during management's absence to ensure seamless operations.
- Implemented strategies to minimize damages and shrinkage effectively.

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## PERSONAL DETAILS

- DOB : 31/10/1998
- Nationality : Indian
- Visa status : Resident

### HighFocus Glass & Aluminium [Sharjah]

2021-2022

#### Office Admin

- Expertly maintained files and company accounts for streamlined operations.
  - Conducted professional meetings and interviews with clients to foster strong relationships.
  - Skilled in creating invoices and quotations to ensure accurate billing.
  - Proficient in data entry using Tally and Excel for meticulous account management.
  - Ensured smooth office operations through proactive administrative support.
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