

ANSAL M

Apartment No 816,
Zaytouna Residence, IMPZ Dubai
Mail id: ansalamd005@gmail.com
Ph no: +971 556016038
Passport No: T2048793
Visa Status: Visit Visa
Validity: 14th July 2023
Place of Issue: Thiruvananthapuram



CAREER OBJECTIVE

To Secure a good position by utilizing my talents, knowledge and skills in the best possible way for achieving best results for the company



EDUCATION

- **MASTER OF BUSINESS ADMINISTRATION (FINANCE AND MARKETING) (2019-21)**
TKM INSTITUTE OF MANAGEMENT KOLLAM, KERALA,INDIA
(Affiliated to University of Kerala)
Post Graduated with 62%
- **BACHELOR OF COMMERCE WITH COMPUTER APPLICATIONS (B.COM) (2016-2019)**
BABY JOHN MEMORIAL GOVERNMENT COLLEGE KOLLAM, KERALA,INDIA
(Affiliated to University of Kerala)
Graduated with 69%
- **+2 COMMERCE WITH COMPUTER APPLICATIONS (2014-2016)**
GOVERNMENT HIGHER SECONDARY SCHOOL KOLLAM,KERALA,INDIA
(Kerala State HSE)
Passed with 84%
- **10TH (2014)**
TKM CENTENARY PUBLIC-SCHOOL KOLLAM, INDIA
(CBSE)
Passed with 84%

EXPERIENCE

ASSISTANT PURCHASE MANAGER – GRAND HYPERMARKET, ERNAKULAM CLUSTER (REGENCY GROUP FOR CORPORATE MANAGEMENT, UAE)
Jan 2022- May 2023.

- Purchased new products ,oversaw inventory stocking and availability, Sourced vendors, built relationships, negotiated prices, benchmarking etc
- Updated spreadsheets, maintained permanent records and maintained accurate records of purchases, pricing and payment terms.
- Contacted Store managers and department supervisors to assess requirements.
- Facilitated resolution of vendor disputes and discrepancies
- Monitored inventory levels and avoided shortages with timely replenishment of stock.
- Communicated regularly with suppliers to uphold accountability for quality standards and timely delivery of goods.
- Created purchasing policies and procedures that complied with company standards and regulatory requirements.
- Trained purchasing staff to improve effectiveness of purchasing operations.
- Reviewed and approved purchase orders and invoices for accuracy and completeness..
- Conducted regular research to identify trends and cost saving opportunities.
- Head of receiving section of five supermarkets in Ernakulam cluster
- Implemented procedures to maximise gross profits reduce negative profits and steps to eliminate wastages
- Take Inventory reports like negative stocks, stock out reports, sales reports, POS change reports, daily transaction reports etc and also prepared monthly business report.

SKILLS

TECHNICAL SKILLS

- Basics Knowledge In Spss
- Digital Poster And Logo Making
- Microsoft Office
- Infi Software
- Corel Draw

PERSONAL SKILLS

- Adaptive To New Environments
- Team Player
- Continuous Learner
- Negotiation
- Relationship Building And Maintaining

INTERNSHIPS

➤ **UNIVERSAL NETWORK, KOTTARAKARA, KOLLAM (APRIL 2020-MAY 2020)**

One month internship in sales and retailing

➤ **RELIANCE TRENDS, POLAYATHODE, KOLLAM (SEPTEMBER 2019)**

Five days mini internship in sales and retailing

➤ **STATE BANK OF INDIA, KADAVOOR, KOLLAM (JULY 2020-AUGUST 2020)**

One month internship study on customer preferences and ways to deepening of relationship/value of connection for: savings bank account holders

PERSONAL DETAILS

D.O.B :10/03/1998

Marital Status: Single

Gender: Male

REFERENCE

MR. SHAIJU P

Area manager/Purchase manager,

Grand Hyper (Ernakulam cluster)

Kerala, India

+ 91 9605642317

MANAGEMENT TRAINEE – GRAND HYPERMARKET, KOZHIKODE CLUSTER (REGENCY GROUP FOR CORPORATE MANAGEMENT, UAE)

Jul 2021- Dec 2021

- On the job training in hypermarket format in different sections of the store like Receiving, food, non-food, HWP, staples and fruits and vegetables
- Worked as Assistant store Manager Trainee and Managed store successfully in fast-paced environment
- Rotated merchandise and displays to feature new products and promotions.
- Supervised guests at front counter answering questions regarding products.
- Completed point of sale opening and closing procedures
- Managed Inventory control, cash control, and store opening and closing procedures.
- Maintained proper product levels and inventory controls for merchandise and organized backroom, facilitate effective ordering and stock rotation.
- upheld and communicated store programs and standards to employees for optimal quality, freshness, safety and cleanliness.
- Cultivated positive rapport with fellow employees to boost company morale and promote employee retention
- Improved staffing during busy periods by creating employee schedules and monitoring call outs.
- Leveraged data and analytics to make informed decisions drive business improvements and communicate to the staffs during briefings
- Update and submit daily sales report to management during closing of the store.

CERTIFICATIONS

- Recognized Microsoft office specialist as Excel associate certified by Microsoft (October 2020).

PROJECTS UNDERTAKEN

- A study on significance of merchandising in FMCG retail with reference to Kollam city (September 2021)

EXTRA CURRICULAR ACHIEVEMENTS /ACTIVITIES

- coordinated TKM football league 2020 conducted by TKM IM
- captain of BJM government college volleyball team for the inter university games
- captain of Govt. H.S.S Anchalamoodu school team for the sub district schools sports and games association event and won the first prize

DECLARATION

I, Ansal M hereby declare that the above information is true to the best of my knowledge.