AZHARUDEEN.T.C

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# PROFILE SUMMARY:

Highly accomplished sales professional with 13 years of experience in sales planning, analysis, accounting, and auditing, utilizing expertise in Tally, QuickBooks, and SAP to drive business growth and improvement. Proven track record in sales and business development, leveraging Salesforce skills to deliver success in fast-paced environments. Adapt at leading cross- functional teams, fostering collaborative cultures, and propelling business expansion in India and UAE. Seeking a challenging role that utilizes my financial acumen, analytical prowess, and leadership skills to drive business growth and profitability.

# WORK EXPERIENCE:

**Retail Accountant & Inventory Manager |** July 2017-Present Al Tayef Supermarket LLC Abu Dhabi, UAE

* Manage and maintain accurate financial records using QuickBooks.
* Oversee inventory management and stock control using I-Pos and Mycom.
* Coordinate with the counter section to ensure efficient customer service and sales transactions using Dart.
* Assist with sales and customer transactions, processing payments and handling returns.
* Tracked and analyzed sales performance and inventory levels using customized software and data analytics tools, delivering actionable insights that drove a 25% increase in sales revenue and optimized inventory levels to achieve a 98% fill rate, while reducing stockouts by 30% and overstocking by 25%.
* Utilized expertise in Value-Added Tax (VAT) regulations to ensure accurate calculation, reporting, and compliance, maintaining up-to-date knowledge of changing VAT laws and regulations to optimize financial performance.
* Ensure compliance with company policies and procedures in all aspects of retail operations.

**Regional Sales Manager |** July 2015 – July 2017 Waleed Al Zarooni General Trading Dubai, UAE

* + Created and implemented effective sales plans to achieve regional targets, resulting in a 25% increase in sales revenue within 12 months.
	+ Led a team of sales representatives, providing guidance and training to ensure individual and team goals were met, resulting in team productivity.
	+ Fostered strong relationships with key clients, resulting in a 50% increase in repeat business and a 20% increase in referrals.

* + Conducted market research and analysed sales data to identify opportunities and optimized sales strategies.
	+ Worked closely with marketing, logistics, and finance teams to ensure alignment and maximum efficiency, resulting in a 12% reduction in costs and a 10% increase in customer satisfaction.

**Assistant Accountant |** October 2012 - March 2014 Tiles Palace Kerala, India

* + Up to date ledger posting related to receipts, payments and journal vouchers, updating of all books of accounts
	+ Operating on Accounting Package Tally ERP 9
	+ Preparing the various types of accounting reports according to the management requirement.
	+ Assisted with financial statement preparation, budgeting, reporting, and tax preparation, ensuring compliance and supporting accounting operations.

**Administrative & Accounting Assistance** April 2012 – September 2012

PVS Ford Kerala, India

* Prepared payroll, leave, and final settlement, ensuring accurate and timely compensation for employees.
* Built strong relationships with customers through excellent communication and interaction, fostering a positive customer experience.
* Handled petty cash and maintained the petty cash register, ensuring proper cash flow and financial control.

# EDUCATION:

* **Bachelor of Commerce** University of Kannur, India 2009-2012
* **Higher Secondary Education in Commerce** Directorate of Higher Secondary Education 2007 - 2009
* **Secondary Education**

Kerala Board of Public Examination

# SKILLS PROFILE:

**SOFT SKILLS TECHNICAL SKILLS**

* + Financial Planning
	+ Inventory Management
	+ Sales Operations
	+ Customer Engagement
	+ Team Leadership
	+ Market Analysis
	+ Financial Reporting
	+ Compliance Oversight
	+ Tactical Flexibility
	+ QuickBook & Peachtree
	+ I-Pos
	+ MYCOM
	+ Dart
	+ Tally ERP
	+ Office Suite
	+ VAT Compliance
	+ Payroll Processing
	+ Data Analytics

# PERSONAL PROFILE:

Nationality Indian

Visa Status Employment Visa

Current Location Muhammed Bin Zayed City -30 Musaffah, Abu Dhabi

Date of Birth 06-01-1991

Language Spoken English, Arabic, Hindi, Malayalam

Passport Number W4337355

Driver’s License 2756051

Contact Number 971567832532

 971503425722