



ADARSH N

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Van Sales, Store Manager & Client Relationship Management

PROFILE SUMMARY

- Built and maintained **strong customer relationships**, addressing their needs and concerns promptly.
- **Developing and implementing innovative strategies** to streamline factory operations.
- Collaborated with the team to **optimize root planning and delivery schedules** for efficiency.
- Oversaw all aspects of **store operations, including inventory management, ordering, and merchandising** to maximize sales and profitability.
- **Resolved customer enquiries and complaints promptly and effectively**, maintaining a high level of customer satisfaction.
- **Developed and executed marketing and promotional strategies** to drive sales and increase customer loyalty.
- Developed and executed sales and marketing strategies to

Customer Service Operations

Van Sales

Sales & Marketing

Customer Acquisition & Retention

Product Marketing

Excellent in MS Office

Product Cross Selling

PROFESSIONAL EXPERIENCE

Maryam Trading as **Van Salesman, Dubai, UAE** May 2023 – Present

Key Result Areas:

- Conducted sales of fresh fruits and vegetables to various customers within a designated territory.
- Managed inventory and ensured the availability of a wide range of products to meet customer demands.
- Built and maintained **strong customer relationships**, addressing their needs and concerns promptly.
- Achieving **sales target** given by the company.
- Ensured the **freshness and quality of products** during transportation and delivery.
- Maintained accurate sales records and reports.
- Collaborated with the team to **optimize root planning and delivery schedules** for efficiency.
- Provided exceptional customer service, promptly addressing enquiries and concern.
- Ensure the safe and efficient operation of the van, including maintenance and upkeep.
- Developed and executed sales and marketing strategies to drive business growth and increase market share.

PREVIOUS EXPERIENCE

Happy Deals Supermarket as **Store Manager**, Jaddaf - Dubai, UAE Dec 2021 - Apr 2023

Key Result Areas:

- Lead a team of 16 employees, providing guidance, training and motivation to ensure excellent customer service and operational efficiency.
- Oversaw all aspects of **store operations, including inventory management, ordering, and merchandising** to maximize sales and profitability.
- Managed budgets and controlled expenses to meet financial goals.
- **Developed and executed marketing and promotional strategies** to drive sales and increase customer loyalty.

Time House as **Sales Executive**, Abu Dhabi & Dubai, UAE Feb 2018 – Mar 2020

Key Result Areas:

- Assisted customers in selecting and purchasing watches, providing product knowledge and expertise.
- Achieved and **exceeded sales targets** by effectively upselling and cross-selling watch products.
- Provided exceptional customer service, addressing enquiries, **concerns and ensuring customer satisfaction.**
- Processed transactions and managed cash register operations accurately.

Call Drivers as **luxury car driver**, Kerala, India Aug 2014 – Jan 2018

Key Result Areas:

- **Meet and greet clients.**
- **Drives clients to their destination or event and picks them up at the scheduled time.**
- **Maintains records of travel time and expenses for each trip.**
- **Make sure that the vehicle is clean and well maintained for each job.**
- **Lift and store luggage carefully and safely in the vehicle.**

EDUCATION

MBA HR from **Manipal Sikkim University** in **2014**

Tally (Accounting software) certified in **2008**

PERSONAL DETAILS

Date of Birth: 27 April 1989

Nationality: Indian

Languages Known: English, Malayalam, Hindi, Tamil

Address: Dubai, UAE

Visa Status: Resident