

ADRIAN C. RAGON

+971-568105874



To obtain a position as a Sales merchandiser in a company that can use my analytical as well as creative skills to profit and drive sales and provide flawless services through people development, volume increases, and product placement.

WORK EXPERIENCE

Masafi LLC

Merchandiser

March 2022 to Present

- Produces store sales by providing point-of-purchase and shelf management services.
- Determines call schedule by reviewing priorities with supervisor and discussing special instructions, product promotions, new products, and price changes.
- Maintains customer relationships by visiting with store managers, department managers, and employees.
- Answers questions, responding to special requests, and describes product features.
- Maintains store shelves by observing displays of company products, removing damaged or freshness-dated products, tidying store shelves, and providing optimum display of products.
- Maintains inventory by restocking shelves with product from inventory, observing inventory levels, prompting store management to reorder when levels appear low, and arranging for return and credit for damaged products.
- Completes call report by observing display and pricing of competitors' products.
- Helps field sales representatives with special promotions by setting-up displays at aisle ends, checking daily on special promotions, observing customer reaction to special promotions, forwarding observations to management, and removing promotions at end of special promotion period.
- Planning and developing merchandising strategies
- Maintains quality results by following and enforcing standards.
- Enhances merchandising and organization reputation by accepting ownership for accomplishing new and different requests and exploring opportunities to add value to job accomplishments.



ADNOC Distribution
Sales Supervisor
August 2015 to February 2022

- Determine the selling price of products as well as terms of contract
- Maintain good producer-client relationship to promote sales as well as establish customer base
- Conduct the sales of products/services to special clients who require more professional attention
- Prepare periodic sales report as well as maintain record of sales
- Strike a balance between an organization and its customers to ensure profits of company and satisfaction of customer
- Monitor product orders and available stock to ensure timely supply to clients
- Maintain gas station process and monitor fuel levels.
- Product stocking and display in the convenience areas.
- Monitoring store inventory and sales.
- Foster a positive and friendly environment to gain customer confidence and create repeat business.
- Assuring and monitoring safe operating procedures.
- Responsible for overseeing day-to-day operations.
- Call police to report suspicious activity in and around gas station

Professional skills

- Product knowledge
- Quality & Customer Focus
- Organization
- Client relationships
- Promotions
- Attention to detail
- Territory management
- Competitive analysis

Tertiary Education:

Far Eastern University
(2008 – 2010)
Bachelor of Science in Hotel
Restaurant & Management

Attended Seminar and Trainings:

Emirates Technical & Safety Development
Centre: Basic Fire Fighting- August 27, 2015

Emirates Technical & Safety Development
Centre: Basic Fire Fighting- June 4, 2017

Additional Information:

Nationality: Filipino
Date of Birth : 17th of April, 1992
Language: Tagalog & English
UAE Driving License No : 758222

I hereby certify that all information written above is true and correct to the best of my knowledge and belief.

ADRIAN C. RAGON