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Objective

Secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company.

Experience

TRANSMED OVERSEAS INCORPORATED S.A, UAE

2023 - PRESENT

SALES MERCHANDISER

- Analyse sales figures, customers reactions and market trends to anticipate product needs and plan product ranges/stock.
- Maximise customer interest and sales levels.
- Produce layout plans for stores and maintain store shelves and inventory.
- Travels throughout assigned territory to call on regular and prospective customers to solicit orders.
- Estimates date of delivery to customer, based on knowledge of own firm's production and delivery schedules.
- Collecting cheques from customers.
- Stay up to date on new promotions.
- Attends trade shows as requested.
- Cleaning the shelves.
- Checking expiry.
- Putting new deliveries behind the goods and doing FIFO.
- If possible, take the shelf from the section staff so that sales increase.
- Take care of the visibility of our goods.
- Coordinating and building good relationships with market managers and supervisors.
- Creating order in the market.
- Coordinating with delivery drivers to ensure that they reach the customers on time and keep an eye on the orders so that we can achieve our sales targets.
- Works with inside sales representatives to keep account activities and literature up to date.

EMIRATES SNACK FOODS LLC, UAE

2021 - 2023

SALES MERCHANDISER

- Estimates date of delivery to customer, based on knowledge of own firm's production and delivery schedules.
- Collecting cheques from customers.
- Stay up to date on new promotions.
- Attends trade shows as requested.
- Cleaning the shelves.
- Checking expiry.
- Putting new deliveries behind the goods and doing FIFO.
- Creating order in the market.
- Follow the plangram given by the company.
- Displays or demonstrates product, using samples or catalog, and emphasizes salable features.
- Coordinating with delivery drivers to ensure that they reach the customers on time and keep an eye on the orders so that we can achieve our sales targets.
- If possible, take the shelf from the section staff so that sales increase.
- Take care of the visibility of our goods.
- Coordinating and building good relationships with market managers and supervisors.

ALSHAYA GROUP, UAE

2020 - 2021

SALES ASSISTANT AND CUSTOMER SERVICES

- Planning and developing merchandising strategies.
- Analyzing sales figures, customers reactions and market trends to anticipate product needs.
- Maximise customer interest and sales levels by displaying products appropriately.
- Produce layout plans for stores and maintain store shelves and inventory.
- Monitor stock movement and consider markdowns, promotions, price changes, clear outs etc.
- Build constructive customer relationships and team with channel partners to build pipeline and close deals.

RADIATE DESIGNS, INDIA

2019 - 2020

MARKETING (BUSINESS DEVELOPMENT EXECUTIVE)

- Communicating with clients to understand their needs and offer solutions to their problems.
- Procuring new clients through direct contact, word-of-mouth, and collaboration with the marketing department.
- Attending networking activities to research and connect with prospective clients.
- Creating positive, long-lasting relationships with current and potential clients.
- Maintaining meaningful relationships with existing clients to ensure that they are retained.
- Suggesting upgrades or added products and services that may be of interest to clients.
- Equipping staff with the technical and social skills needed to enhance sales.
- Reviewing clients' feedback and implementing necessary changes.
- Remaining in tune with trends in consumption to ensure that our offerings remain relevant.

HILTON HOTEL, INDIA

2017 - 2018

INDUSTRIAL TRAINEE

- To maintain and manage the required high operational and personal standard of hygiene and presentation at all times in compliance with the Food Safety Act.
- The preparation, cooking and service of food as directed by the chef in charge, whilst complying to the food safety act, portion control and presentation standards.
- Ensure the correct disposal and storage of all food items as directed by the chef in charge.
- Monitor and record temperatures of fridges and freezers, hot cabinets, serveries as directed by the chef in charge.
- Ensure that the handing over procedures and opening up /closing down procedures are complied to, with emphasis on safety and security.

TAJ HOTEL, INDIA

2016 - 2017

INDUSTRIAL TRAINEE

- Assisting the Cook in food preparation activities, such as cleaning, cutting, chopping and peeling food ingredients.
- Cleaning and sanitising the food preparation areas based on company and industry hygiene codes and health and safety standards.
- Washing, disinfecting and properly storing cooking and kitchen utensils and equipment.
- Buying, weighing and storing ingredients and food supplies.
- Operating a variety of kitchen appliances and instruments including cutters, knives, mixers and ovens.
- Managing inventory, unloading supplies and organising the storeroom.

Education

IEC UNIVERSITY, INDIA

BACHELOR OF ARTS

2015-2018 —

ASHOKA INSTITUTE OF HOSPITALITY & TOURISM

MANAGEMENT, INDIA

DIPLOMA IN FOOD PRODUCTION AND MANAGEMENT

2018-2019 —

Skills

- PROBLEM SOLVING, TEAMWORK, TIME MANAGEMENT, POSITIVE ATTITUDE, MS OFFICE AND EXCEL SKILLS, SALES SUPPORT, CUSTOMER SERVICE, SALES COORDINATION, WILLING TO LEARN.

Language

Hindi, English, Punjabi

