

BANTI KASHMIR SINGH



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Sales Executive/Merchandiser / Van-Salesman

SALES EXECUTIVE SUMMARY:-

- A competent professional with **Over 14 years** of quality experience in Merchandiser Supervising and Operations for Modern Supermarket Trades.
- Exposure in managing the operations & maintenance of Item Display, Gondola and Podium Setups.
- Exceptional team building, organizational and analytical skills coupled with demonstrated relationship management and communication abilities.

AREAS OF EXPERTISE:-

Modern Trade Sales: Handling Sales and Order Flow for A-Level hypermarkets, like of Carrefour Express Markets , Carrefour Hyper Market, monitoring overall project operations for ensuring timely completion.

Van Sales: Handling Sales and Delivery Schedules for C Class groceries, Mini Marts and Supermarkets & B class Outlets.

Merchandiser: Maintaining product display and Keeping check of Stocks and Expires and giving proper Reporting for ensuring seamless flow of sales and availability of all Products.

ORGANISATIONAL EXPERIENCE:-

JAN 2020 TO OCT, 2021 with Premium Nature distribution LLC as a sales executive for B & C class markets,

Responsibilities:-Opening new accounts for a class markets and taking orders from the

customers and receiving payment terms and conditions as per the company policy. Coordinating with logistic team to deliver the goods on time to the customer so that the product doesn't get out of stock.

Aug ,2015 to OCT,2019 with JK Group Gallery Foods and Beverages as asince August 2015.

Responsibilities:-Opening new accounts for a class markets and taking orders from the customers and receiving payment terms and conditions as per the company policy. Coordinating with logistic team to deliver the goods on time to the customer so that the product doesn't get out of stock.

Since June '13 to Jul '15 with Al Maya Trading LLC, Dubai, UAE as Van Salesman

Responsible for Sales in Groceries and C Class Mini Marts and supermarkets. Building new Clients and Accounts in the areas allocated. Coordinating with the Dispatch department for the timing delivery of the goods sold and also delivering the small or urgent goods in van. To prepare daily and weekly Sales Report.

Dec '08-Dec '12 with Federal Foods LLC, Dubai, UAE as Merchandiser Supervisor/Salesman for super outlets (A B & C outlets)

Responsible for managing a team of Merchandisers working at different Supermarkets and Departmental stores, monitoring and supervising the proper display of all the products according to the terms and planogram set as per the company standards. Taking care of all the items coming into the warehouse and proper placement of the orders in due time for proper flow of material.

Jun '08–Nov '08 with Milco, Dubai, UAE as Sales Promoter

Worked as a driver

ACADEMIA:-

2012: BBA from DAV College Hoshiyarpur (correspondence).

2008: Higher Secondary Education, 12th, from National Open School under Delhi Board of Senior Secondary Education.

2006: Secondary Education, 10th, from National Open School under Punjab Secondary Education Board.

PERSONAL ATTRIBUTES:-

- 1 Proficient with Windows XP, windows 98/2000, Microsoft Office, use of internet.
- 2 Hardworking, motivating, creative in every activity taken up willingly.
- 3 Excellent typing skills and etiquette telephone manners.
- 4 Flexible, innovative, quick learner & committed to continuous self-improvement.

PERSONAL VITAE:-

Date of Birth: 25th JULY 1990
Nationality: Indian
Visa Status: Visit visa (Transferable)
Driver's License: Motor Cycle, Light Vehicle, and Heavy Vehicle
License No.: 11974567

Marital Status: Married
Languages Known: English, Hindi, Urdu and Punjabi.
References: Shall be provided on request