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# RUBAIN SOZA A

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## OBJECTIVE

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To enhance my professional skills, capabilities and knowledge in an organization which recognizes the value of hard work and trusts me with responsibilities and challenges.

## EXPERIENCE

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01/03/2024 -  
Current

- **CUSTOMER EXECUTIVE**  
VARUN BEVERAGES LTD (PEPSICO)
  - Distribution handling
  - Guide team to achieve secondary sales achievement
  - Team handling
  - Primary stock ordering
  - Retailer Handling

05/02/2022 -  
31/01/2023

- **VETERINARY SALES REPRESENTATIVE**  
NATURAL REMEDIES PRIVATE LTD  
One of the leading multi national herbal company in India manufacturing veterinary products. As a Veterinary Sales Representative my role is sales and marketing of brands for livestock division.
  - Achieved 100 % sales target quarterly.
  - Meeting Veterinary Doctors,Paravets on daily basis and give information about products on our pipeline.
  - Average 10 calls daily.
  - Meets retailers on regular basis, promoting our products .
  - Stockist meets on weekly basis. Ensure stock availability and taking orders if any.
  - Maintain sales chart monthly, monthly sales plan.

01/01/2020 -  
31/12/2021

- **STORE MANAGER**  
TUNA SEA FOOD CAFE  
Replenish supply inventories following established guidelines of the company.  
Maintain a neat, clean and safe working environment as per government regulation.  
Manage the store layout.  
Supervise other staff members and keep a record of sales.

01/11/2016 -  
30/11/2019

- **VETERINARY SALES EXECUTIVE**  
THE HIMALAYA DRUG COMPANY  
Sales and marketing of Veterinary products (Livestock and Pet).
  - Achieved sales target monthly.
  - Meets Vet Doctors, Paravets, Retailers on daily basis.
  - Stockist visit on weekly basis

## EDUCATION

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04/08/2009-  
30/08/2012

- **Mahatma Gandhi University**  
BACHELOR OF BUSINESS ADMINISTRATION

01/10/2023-  
30/05/2024

- **International School Of Skill Development**  
DIPLOMA IN WAREHOUSE AND PROCUREMENT MANAGEMENT -- WITH TUV SUD CERTIFICATION

## SKILLS

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- Microsoft Office
- accounting software Tally
- Peachtree accounting

## LANGUAGES

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- Mother tongue(s): MALAYALAM Other language(s):ENGLISH

## PERSONAL DETAILS

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- Date of Birth : 09/12/1991
- Marital Status : Single



- Nationality : INDIAN
- Gender : MALE
- Place : Kollam