



VISHAKH P.B

Highly motivated Sales Associate with extensive customer service and sales experience. Outgoing Sales professional with track record of driving increased sales improving buying experience and elevating company profile with target market. Diligent about keeping merchandise presentable to maximize business revenue. Effectively demonstrate products, overcome objections and close sales. Persuasive in negotiating contracts and diplomatic in communicating with customer to build long-term productive relationships.

An individual with “NEVER GIVE UP” attitude and is always open for change and doesn’t submit any task which is sub-standard and mediocre.

WORK HISTORY:

2023 September- Present Merchandiser at AL GURG UNILEVER

- Plan and develop merchandising strategies that balance customers’ expectations and company’s objectives
- Analyse sales figures, customers reactions and market trends to anticipate product needs and plan product ranges/stock
- Collaborate with buyers, suppliers, distributors and analysts to negotiate prices, quantities and time-scales
- Maximise customer interest and sales levels by displaying products appropriately
- Produce layout plans for stores and maintain store shelves and inventory
- Forecast profits/sales and plan budgets

2019-2022

SALES STAFF (GROCERY, Frozen) AT LULU HYPERMARKET, DUBAI-UAE

- Greeting & welcoming all potential and existing customers to the store.
- Matching the customer’s needs to the right product.
- Willing to approach customers and able to close a sale.
- Working as part of the sales team providing excellent customer service.
- Taking customer payments in cash or via credit cards. Excellent product knowledge.
- Occasionally negotiating with customers on price.
- Dealing with and resolving customer complaints and concerns.
- Building a great rapport with customers.
- Having team meeting and sharing best practice ideas with colleagues.
- Adherence to all Company policies and procedures.

LICENSE DETAILS

License no. : 4140128

Issued Date: 29-06-2021

Expiry Date: 29-06-2028

PERSONAL DETAILS

Address

Deira, Dubai

Phone

+971 55-5841792

DOB:

17-12-1998

Passport:

T8522085

E-mail

vishakhpb619@gmail.com

Visa Status:

Employment Visa

SKILLS

- Commercial awareness.
- Confident.
- Able to cope with pressure.
- Teamworking skills.
- Communication skills.
- Interpersonal skills

COMPUTER SKILLS	2017-2018	B) <u>SALES ASSOCIATE AT REAL HYPERMARKET-KERALA'INDIA</u>
Operating system MS windows MS Word, excel Power point		Duties and Responsibilities:
TRAININGS Customer Service Training Product Knowledge Soft Skills Training Selling Skills Training Store VM Training Oracle Software Training Cashier Training		<ul style="list-style-type: none"> Greeting the customers on their arrival to store. Provide customers with information on daily deals and discounts. Assist customers in finding their choice of items or escorting them to the right shelves. Guiding customers throughout the shopping process. Arranging the organized delivery. Coordinating with marketing people. Demonstrate or promote the supermarket items. Sharing ideas and strategies to handle the high volume of orders. Perform cashier duties, attach price labels and ensure the shelves items replenishments. Obtained the ability to sell merchandise online. Actively stocks sales floor throughout the day with merchandise from the stock room for the maximum in-stock position. Made customer database file and contacted them on the availability of new arrival stocks in the store or informed them about the events and promos happened in the store
EDUCATION		
HIGHER SECONDARY SCHOOL (+2)-KERALA SSLC BOARD OF PUBLIC EXAMINATION-KERALA ITI AUTO MOBILE ENGINEERING-KERALA		<u>DECLARATION:</u> I hereby affirm that the above given information is true to the best of my knowledge. If given opportunity in your esteemed concern. I will discharge the best of my duties and to you at most satisfaction. Looking forward to a personal meeting to substantiate my credentials.
LANGUAGES KNOWN <ul style="list-style-type: none"> English-Fluent Urdu/Hindi-Fluent Malayalam-Mother Tongue 		VISHAKH P.B
STRENGTH <ul style="list-style-type: none"> Ability to work under pressure Excellent leadership qualities Independent decision maker Able to work on group. 		