



# Amith Chandran

Abudhabi, UAE  
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## OBJECTIVE

Highly motivated and results driven with proven track record of exceeding merchandising skills & sales targets, building strong customer relationships, and driving revenue growth. Seeking a challenging role in a reputable organization to utilize my merchandising, sales & customer relationships skills and contribute to the company's success.

## EXPERIENCE

2023 -  
Current

- **MERCHANDISER**

GULFCO, JUMA AL MAJID GROUP ,ABUDHABI, UAE.

PRODUCTS HANDLED - Mars& Wrigley's (Chocolates, Gums, Ice-creams, Petfood's)

- Collaborate with cross-functional teams to design and implement visually appealing displays that boost product visibility and sales.
- Ensure the availability of each item at any given time.
- Doing the trade stock count every period to monitor the stock level.
- Helping salesman to process order and follow up to achieve target.
- Maintain and develop cordial relationship with customers.
- Proper display of each item as per the company planogram.
- Analyze sales data to identify trends and optimize inventory turnover.
- Build strong relationships with vendors to negotiate favorable terms and ensure timely product availability.
- Conduct regular store audits to maintain adherence to brand standards and guidelines.

2022 -  
2023

- **VAN SALESMAN ASSISTANT**

GULFCO, JUMA AL MAJID GROUP ,ABUDHABI, UAE.

- Drive and manage a sales van to deliver and sell products to customers across assigned routes.
- Build and maintain strong relationships with retailers and distributors to ensure repeat business.
- Manage daily stock levels in the van and maintain accurate records of sales and deliveries.
- Upsell and cross-sell products to increase revenue and customer satisfaction.

2014 -  
2022

- **MECHANDISER**

SARK SPICE PRODUCTS PVT,KERALA, INDIA.

- Performing stockouts.
- Organizing the shelves.
- Setting up displays, and setting up price and promotional signs.

- Maintaining and tracking inventory.
- Liaising between customers and company.
- Managing budgets.

## EDUCATION

- 2013-2014 • **Diploma**  
Government Industrial Training Institute, Kerala, India  
Pass
- 2011-2012 • **Plus two**  
S.N.G.H.S.S. Chempazhanthy, Kerala
- 2010-2011 • **S.S.L.C**  
Government High School, Veiloor  
Pass

## SKILLS

Promotions display

100%

Team work

100%

Excellent sales and negotiation skills

80%

Proven track record of meeting and exceeding sales targets

80%

Proficient in using CRM software and MS Office Suite

60%

Competitor analysis

80%

Strong interpersonal and communication skills

80%

Ability to build and maintain customer relationships

80%

Knowledge of FMCG industry and market trend

80%

Inventory management

80%

## ACHIEVEMENTS & AWARDS

- Contributed to a 50 % increase in sales by implementing seasonal display adjustments.
- 75% increase in delivery efficiency by optimizing loading.
- Recognized as a dependable team player during high-demand periods.

## PERSONAL DETAILS

- Date of Birth : 01/12/1993
- Marital Status : Single
- Nationality : INDIAN
- Passport : C2897380
- Gender : Male
- Driving Licence : UAE Light vehicle no 2933553
- Language : English, Hindi, Malayalam