

DINESH SINGH

Merchandiser and Sales Repersentative

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🌐 https://www.linkedin.com/in/dinesh143 📍 Dubai

SUMMARY

Dynamic and results-driven sales professional with a successful track record of achieving targets and driving business growth. Adept at building strong customer relationships, leveraging technical and interpersonal skills, and contributing to team success. Seeking to leverage my diverse background in both technology and sales to excel as a Sales Representative.

EDUCATION

Master of Computer Application 06/2013 - 06/2015
[Lovely Professional University Distance Education](#)

Bachelor of Computer Application 03/2009 - 03/2012
[Makhanlal Chaturvedi National University of Journalism and Communication](#)

EXPERIENCE

SALES MERCHANDISER 07/2018 - 10/2023
[National Trading Development Est. \(Mondelez Division\)](#) Dubai

FMCG Trading Company

- Ensure full availability of products on the shelf as per the agreed Merchandising objectives
- Removing any Expired or damaged products and replacing products
- Meeting with store managers for re ordering products
- Ordering and managing stock
- Develope or implement merchandising plans
- Making sure sales targets are hit
- Collaborated with clients to understand their needs and provide tailored solutions, resulting in consistent achievement of monthly sales quotas.
- Effectively managed the entire sales process from prospecting to closing deals, utilizing persuasive communication and negotiation skills.
- Developed and maintained a deep understanding of the food industry, enabling me to educate customers and guide them toward suitable products.
- Lead team efforts in creating detailed monthly sales reports, analyzing trends, and identifying opportunities for improvement.
- Played a pivotal role in driving company growth by consistently exceeding performance targets.

OFFICE ADMIN 2018 - 07/2018
[Royal Tents Ind.Llc](#) Sajja, Sharjha

Royal Tent Ind. is a comprehensive construction resource , offering customers pre-construction services , manufacturing , installation and long term customer service of fabric structures with the latest technology and highly sophisticated machineries.

- Customer Support
- Handling Customer Calls and requests of requirments.
- Convince customer with good knowledge about our products and excellence in Tents industries.
- Leading Team with planning and Strategy.

WEB DESIGNER 02/2016 - 03/2017
[GS Web Technologies](#) Zirakpur, Punjab

Website Solutions, Developing Mobile Application ans SEO, Software Traning

- Leveraged expertise in front-end development to create user-friendly and visually appealing web applications.
- Consulted in the redesign of a company's website, resulting in a 25% increase in traffic and make profit for company.
- Monitoring International Customer requests with maintaining there websites.



LANGUAGES

Hindi Native ●●●●●
English Proficient ●●●●●

SKILLS

Marketing Planning ·
Strong decision-making ·
Sales Target Management · Sales Growth ·
Product Knowledge · Customer Services ·
Products Inventory

STRENGTHS

💎 **Market and Product knowledge**
As a merchandiser, I have to clarify a lot of doubts for retailers and store owners with regarding the products they are purchasing.

💎 **Time Management**
Responsibilities and handle multiple clients without having to compromise on my personal time. Good time management skills are necessary to maintain work-life balance in this line of work.

💎 **Planogram Displayed**
Planning and make strategy for displaying products so as to maximize sales

PASSIONS

📖 **Reading religious books for heritage knowledge**

⛰️ **Mountain Hiking**

👤 **Explore new places for new culture and nature**