



# GABY PAUL

## ASSISTANT MANAGER

### My Contact

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📍 Dubai, deira

### Hard Skill

- Financial analysis
- SAP & BI Analyser
- Business development
- Sales & Marketing
- Customer Relationships Management
- Ms office
- Research

### Soft Skill

- Observation
- Decision making
- Communication
- Multi-tasking
- Problem -solving
- Team player

### Education Background

MBA in Finance and Marketing  
*Amity Global Business school*  
Completed in 2020

Bachelor Of Commerce in Finance and  
Taxation  
*Mahatma Gandhi University*  
Completed in 2015

### CERTIFICATE

- Fundamental of digital marketing certificate google (08/2020)
- Financial analysis udemy (11/2020)  
Financial audit virtual case experience Pwc by forage 11/2020
- Forensic accounting and fraud examination by coursera 11/2021
- Information system auditing, control and assurance by coursera 12/ 2021

### About Me

Motivated, teamwork-oriented and responsible business development executive with significant experience in FMCG sector. Worked closely with some of the biggest suppliers in UAE. Highly educated, possessing a Master's degree in finance and marketing. Holds uae driving license

### Professional Experience

Assistant Manager-Lulu Group International Dubai

- Analyse consumer behaviour and adjust product positioning
- generate reports, analyse and interpret retail data, like revenues, expenses and competition
- Track the progress of weekly, monthly, quarterly and annual objectives
- Evaluate employee performance and identify hiring and training needs
- Monitor retail operating costs, budgets and resources
- Supervise and motivate staff to perform their best

Operation Associate - Blue Valley Aqua Minerals  
2020 - 2021

Key responsibilities:

- Effectively manage daily administrative task
- Prepare report on marketing and sales metrics
- Collect and analyse consumer behaviour data
- Handling logistics and supply chain management

koshy's Accademy  
2015 - 2018

- Provide insight into product development and competitive positioning.
- Develop and sustain solid relationships with company stakeholders and customers.
- Recruit, train and guide business development staff.
- Providing training and mentoring to other members of the team
- Developing and pitching ideas for potential clients

### Achievements

2015 - 2018

- Increased revenue or sales for the company

2015 - 2020

- Developed or implemented new procedures or systems

### Language

ENGLISH , Hindi, Malayalam, Arabic