

## **IBRAHIM.P**

Bur Dubai, United Arab Emirates

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### **Professional Summary**

*As a Marketing graduate, I have a solid understanding of retail marketing, backed up by experience working both on the shop floor as a sales assistant and behind the scenes as an allocator. I worked closely with the merchandiser and the buyer, gaining valuable experience, and made manufacturer visits. I am familiar with budgeting, sales, and analysis software. I am a good communicator and decision maker. I enjoy working as part of a team, as well as taking responsibility for decisions on my own initiative, and I thrive in a fast paced, challenging environment.*

### **Education**

- SSLC: - Chattanchal Higher Secondary School, Kasaragod, Kerala. Higher
- secondary:- Chattanchal Higher secondary school, Kasaragod , Kerala

### **Core Qualifications**

- Shop floor experience
- Physical strong and energetic
- Great teamwork
- Fast Learner and Innovative
- Skilled in both written and spoken communication.

### **Work Experience**

#### **Emirats national food (DUBAI)**



**MOBILE MERCHNDISER:** Nov 2022 to Sep 2023

- Handling multiple markets in different area
- Making orders for low stock item as our main KPI
- Checking expires randomly on different sku's
- Always maintain the display in proper planogram
- Inform the supervisor if any challenges in market
- Always Implementing new ideas to make the display perfect and to increase the sale.

## Al Ain Farms {Dairy} – Dubai

Sales Merchandiser: October 2017 to October 2022



- Displaying the stocks according to planogram
- Following FIFO and LIFO respectively
- Follow stock counting and daily report
- Putting offer stickers and FOC to ongoing promotions
- Control to reduce expiry and damages by regular checking
- Making orders for out-of-stock items
- Cleaning shelf by orders or when dirty
- Good relations with customers
- Reach on time according to schedule of delivery

## Express Attestation: - Dubai

Marketing Executive: May 2016 to May 2017 {1 Years}



- Responsible for assigned sales targets (monthly, quarterly and annually).
- Goals set for centers month on month, maintaining relationship with target customers, customer service, ensuring high rate of return on investment, sales support and sales.
- Operating Internet, Updating all records and documents (Hard copy as well as Soft copy), Data Entry, and Updating accounts.
- Proper execution of order and dispatch it on time.
- Follow up for payment.
- Develop new sample for client.
- Maintain good relation with client.

## Genius Group Global: – Dubai

Processing & Marketing Executive: January 2011 to January 2016



- Responsible for assigned sales targets (monthly, quarterly and annually).
- Goals set for centers month on month, maintaining relationship with target customers, customer service, ensuring high rate of return on investment, sales support and sales.
- Operating Internet, Updating all records and documents (Hard copy as well as Soft copy), Data Entry, and Updating accounts.

- Proper execution of order and dispatch it on
- time. Follow up for payment.
- Develop new sample for client.
- Maintain good relation with client.

**Gate Way Hotel: - Munnar, Kerala.**

**Supervisor:** April 2009 to December 2010



**Wonderla: - Cochin, Kerala.**

**Supervisor:** May 2008 to February 2009



**Personal Attribute**

- Highly motivated and goal oriented with proven capacity to perform under pressure in the most challenging situation.
- Experience to adopt and pursue organization objectives as well as flexible on timing.
- Confident, hardworking, dedicated to work, co-operative and dynamic.
- Having good leadership skills as well as team building personality.
- Having good timing management skills.

**Personal info**

Date of Birth - 30:05:1992

Nationality - Indian

Marital Status - Married

Visa Status - Visa

**Driving License - Valid U.A.E Manual License**

Languages - English, Hindi, Malayalam Passport N.O

- H9382783

Respected manager,

I hope the above-mentioned particular meet your requirement. I am confident to deliver to my best ability if provide an opportunity to perform my functions and duties to my best ability, adaptability, motivation to fulfil organizational objectives and goals. I will enthusiastically look forward for your favorable response from you as far as possible.