**IBRAHIM.P** 

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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



## National Dairy {Hayatna} (DUBAI)

**MOBILE MERCHNDISER: Nov** 2022 to March 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 Febuary 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 - Employment Visa cancellation in process

**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.