

# CURRICULUM VITAE

**JASER MUSTHAF A.**

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## Objectives

More than 10 years of proven success in optimizing territory and channel revenues through sales, marketing, and service excellence. Develops comprehensive knowledge of products, competitors, and markets to guide strategy, optimize revenue, and satisfy sales goals. Builds immediate rapport with clients and service teams, and sustains positive, results-driven communications to produce long-term partnerships with sustainable revenue growth. Continuously leverages strengths in analytics, leadership, and creative problem solving to identify new opportunities, expand customer base, deepen existing relationships and satisfy corporate objectives.

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## Work Experience

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| 1. Company<br>Position<br>Period | Al Seer Trading Agencies (ALBE -NIVEA)<br>Sales Executive<br>Since July 2020 to September 2023 |
| 2. Company<br>Position<br>Period | Beiersdorf Cosmetic&Trading Company (NMC-NIVEA)<br>Van Sales<br>Since May 2018 to June 2020.   |
| 3. Company<br>Position<br>Period | Al Gurge Smollan UNILEVER L.L.C<br>Sales & Merchandiser<br>Since April 2014 to April 2018.     |
| 4. Company<br>Position<br>Period | Temptation International L.L.C<br>Sales & Merchandiser<br>Since February 2012 to March 2014.   |

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## Skills & Strengths

- Communication & interpersonal skills
- Team building & team working skills
- Determination, Commitment & integrity
- Desire to grow, develop & achieve
- Receptive to new ideas and learning
- Ability to work in challenging environments
- Dedicated to work, Leadership, Planning ability, Situation handling.
- Willing to learn and undergo training if necessary, fast learner and can easily adopt things.
- Ability to work independently with minimal supervision.
- Good persuasion skills and aptitude for communication.
- Good tolerance to stress.
- Ability to achieve results in time.

### Duties and Responsibilities

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- Responsible for display and merchandising.
- Making Sure products are available on the shelf with proper visibility according to the Planogram and market share.
- Negotiate stock space/shelving whenever required.
- Make reports including, market trends, competition, expiry, sales and promotion
- Proper follow up on stock rotation to eliminate market returns.
- Reporting competitor activities in the market.
- Ensuring high level of productivity.
- Provide customer service and able to demonstrate good communication skills.

### Education

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- Passed SSLC from Board of public examination Kerala in 2002
- Passed HSC from Board of higher secondary education-Kerala in 2005
- Bachelor of commerce (Bcom) at Kannur University 2009.
- Passed Diploma in Logistics and Shipping- Cargo-mar Education Society- Navi Mumbai in 2011

### Computer Proficiency

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- Well versed in computer with knowledge of MS Word, MS Excel, MS Power Point & Internet
- Graphic Designing Course from Talent Media Computer Education, Kannur

### Personal Details

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Father's Name	: Musthafa V.A
Sex	: Male.
Nationality	: Indian
Religion	: Muslim
Date of Birth	: 21.01.1987
Passport Details	: No R 2351983
Driving License	: UAE (Manual) 2541385
Languages	: English, Hindi, Malayalam, Can understand Arabic

### Declaration

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I hereby certify that the above information is true and correct to the best of my knowledge and ability. My failure to disclose any vital fact above myself shall be sufficient reason for cancellation of this application.

Place: Abu Dhabi

JASER MUSTHAFA.K.K

Date: