



JISHNU ASHOK

Contact

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Visa Status

Visit Visa

License

2877426-AUTOMATIC(UAE)

PROFESIONAL SKILLS

- Growth Mindset
- Adaptability
- Communication
- Humility Emotional Intelligence
- Resilience



Languages

English 

Hindi 

Malayalam 

Software Known

- Excel 
- Word 
- Outlook 
- Internet tools 

Hobbies



Professional Summary

I am an approachable, motivated and confident Sales Executive with the ability to excel sales targets and make a real difference in the organisation's revenue generation. I have expert knowledge of the selling process and I fully recognise the human and emotional aspects of buying and selling. I possess strong social skills that enable me to be a strong relationship builder with clients, colleagues and third-party stakeholders.

Work Experience

2023-Present

C-Food International s.a.l, Executive

Key Accounts Sales

- Proven work experience as a Sales Representative in Carrefour-hypermarket in UAE market.
- Excellent knowledge of MS Office
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, negotiation and communication skills
- Relationship management skills and openness to feedback skills
- Maintaining positive business relationships to ensure future sales

09-05-2021 - 27-01-2023

Juma Al Majid Holding Group LLC

Merchandiser

- Display, arrange, price, and rotate products in store
- Maintain store shelves by removing dated or damaged products
- Monitor store inventory based on sales and intake
- Optimize sales volume and profitability by identifying profitable lines and bestsellers
- Make recommendations for promotional strategies using sales and pricing data
- Work and communicate with buyers, suppliers, stores, and distributors
- Implemented new merchandise strategy and signing collateral in 37+ stores, driving sales growth.

21-06-2019 - 25-12-2020

Lifco international Abudhabi

Merchandiser

- Plan and develop merchandising strategies that balance customers' expectations and company's objectives
- Analyse sales figures, customers reactions and market trends to anticipate product needs and plan product ranges/stock
- Collaborate with buyers, suppliers, distributors and analysts to negotiate prices, quantities and time-scales
- Make recommendations for promotional strategies using sales and pricing data.

01-02-2018 - 01-03-2019

KVS Yamaha Calicut

Sales Manager

- Tracking sales goals and reporting results as necessary
- Overseeing the activities and performance of the sales team.
- Negotiate/close deals and handle complaints or objections
- Maintain friendly and professional customer interactions to keep doors open and close sales.

Additional Skills

- Interpersonal skills
- Networking
- Calmness under pressure
- Perceptiveness
- Problem solving
- Written and oral communication

Education

Malabar Collage Of Arts and Science, Calicut

2016 -2018

MCA (Master in computer application)
professional post-graduation degree in computer science

MCAS, University of Calicut

2013 - 2016

BCA (Bachelor In Computer Application)
• Completed Database management simultaneously

GHSS Poonoor, Calicut

2012

Plus Two(Higher Secondary Education)