

Kamlesh Ramnani



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📍 Sharjah, UAE -
Freezone VISA

🚩 Indian

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🚗 Valid UAE Driving
License

LANGUAGES

- English
- Hindi
- Arabic (Spoken)
- Sindhi

EDUCATION

Bachelor Of Science

Jai Narayan Vyas
University, Jodhpur

Diploma in Computer Applications

Academy of Computer
Science and Applications,
Jodhpur

PROFILE

A competent Sales & Marketing resource person, graduate (B.Sc.), having over 13 years of rich and insightful UAE experience in Marketing & Sales, Customer Relation in International environment, dealing with Cross-cultural clientele, dealing with Consumer Electronics & Home Appliance gaining extensive experience in Outdoor sales, Customer Etiquette and relation etc, seeking leadership challenges.

PROFESSIONAL EXPERIENCE

Celebrations Confectionery

Manager and Partner

2018 – 2022 | Rajasthan, India

- Wholesale production of Bakery products
- Supply of products to retailers, supermarkets
- Purchase of Raw materials from suppliers
- Stock keeping and inventory of Raw Materials and prepared products
- Collection of revenues and account keeping.

Jumbo Electronics

Sales Supervisor

2011 – 2017 | Sharjah, UAE

Reporting to Regional Sales Manager, Handling sales and distribution of products to Power Retailers and Dealer sales channel.

Accounts Handled: - Carrefour, Sharaf DG, Lulu, and E-max ,
Nesto , Ansar Mall
Sharjah dealer market- Rolla and industrial area

Products Handled: - Consumer Electronics – SONY, CASIO,
BROTHER
Appliances - SUPRA

- Responsible for securing, managing and developing existing key accounts and maximising profit and growth through the formulation and development of new plans ,initiatives ,long term client relationship and key business strategies.
- Supervision of merchandisers.
- Keeping informed on industry changes and best practices.
- Responsible for the sale of our products through Various Dealers and Power Retailers.
- Seasonal promotions and bundle offers to boost the sales up.
- Listing and display of our products at dealer's outlets as per SKU plan.

PROFESSIONAL COMPETENCE

- Competence in execution of Sales Operation of Consumer Electronics & Home Appliance. Competence in Customer Etiquette, Walk-in Conversion, Sales Pitch Delivery, Product Presentation etc.
- Deft in office administration functions, customer service and overall supervision of sales operations.
- Extensive experience & expertise in Handling & Convincing Multi-Cultural Clientele in International environment resolving their queries through effective convincing.
- Strong competence in Dealer Relation & Retention through Interaction & Follow-up on Delivery, Satisfaction Level etc.
- Proficiency in Documentation & Recording of Sales, Prospects for further utilization during sales promotion.
- Similar proficiency in Delivery of Sales/Product Promotion Presentation as well as Product/Service Description

- Conducting regular business and account reviews.
- Developing and maintaining relations with Power retailers and other buyers.

Cosmos ITL Group

Account Manager

2004 – 2010 | Abu Dhabi, UAE

BRANDS HANDLED:-

Electronics: Sharp

Home Appliances: Sharp, Granhom

Grooming: Remington

Data Storage : TDK

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- Responsible for the sale of our products through Various Dealers and Power Retailers.
- Listing and display of our products at dealer's outlets as per SKU plan.
- Conducting regular business and account reviews.
- Seasonal promotions and bundle offers to boost the sales up.
- Developing and maintaining relations with Power retailers and other buyers
- Analysis and Survey of other competitive running products

COMPUTER SKILLS

JD Edwards ERP System

MS Outlook

MS Office - Word, Excel, Powerpoint

Google Workspace