



MAHENDRAN KANAGARAJ

RETAIL SALES MERCHANDISER

Contact Me



+971 525639156



mahendrankanagaraj5252@gmail.com



Sharjah, UAE

Education

Higher Secondary

State Board of Higher Secondary
Education, Tamil Nadu, India

2011

Key Skills

- Merchandising Strategy
- Retail & Wholesale Sales
- FMCG Knowledge
- Inventory Management
- Product Placement
- Customer Service
- Market Analysis
- Order Fulfillment
- Data Analysis
- Stock Replenishment

Profile Summary

Results-driven Retail Sales Merchandiser with **3 years** of expertise in FMCG. Proven success in optimizing product visibility, enhancing displays and increasing sales. Proficient in inventory management, customer service and cooperative societies engagement. Adept at analyzing market trends to drive strategic merchandising decisions. Excellent communication and organizational skills contribute to successful retail and wholesale sales operations.

Work Experience



Retail Sales Merchandiser

Montana General Trading L.L.C, Sharjah, UAE
(FMCG - Foodstuffs)

Feb 2021 - Present

Roles and Responsibilities

- Monitor and replenish stock levels to ensure adequate inventory on the sales floor.
- Implement attractive product layouts to enhance the customer shopping experience.
- Collaborate with store managers to coordinate promotions and seasonal displays.
- Develop and maintain strong relationships with wholesale customers, including cooperative societies like Union Co-op, Sharjah Co-op, and Ajman Co-op.
- Conduct regular sales visits to retail outlets to promote products and secure additional shelf space.
- Negotiate and finalize wholesale agreements with cooperative societies and other retailers.
- Coordinate with the warehouse team to ensure accurate and timely order fulfillment.
- Oversee inventory management, including stock rotation and maintain optimal stock levels.
- Provide excellent customer service, addressing inquiries and resolving customer issues promptly.
- Collaborate with the sales team to understand customer preferences and market demands.
- Provide regular updates to management on sales achievements, challenges, and opportunities.
- Ensure compliance with regulatory requirements related to food safety and labeling.

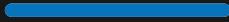
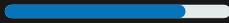
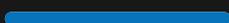
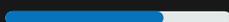
Software Proficiency

- **MS Office**
Word | Excel | PowerPoint

Soft Skills

- Communication
- Leadership
- Team Work
- Critical Thinking
- Time Management
- Coordination
- Decision Making
- Adaptability

Languages Known

- English 
- Hindi 
- Arabic 
- Malayalam 
- Tamil 
- Urdu 

Personal Info

- Nationality : **Indian**
- Gender : **Male**
- Date of Birth : **06/06/1994**
- Passport No : **P5550606**
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Driving License

- Valid UAE Light Driving License Holder
- License No. : 4368281
- Issue Date :31/10/2022
- Exp Date :31/10/2029

Strengths & Qualities

- Diligence in ensuring accuracy and quality in work.
- Patience when dealing with others.
- Flexibility in thinking and operating style.
- Capacity to adjust and thrive in changing environments.
- Inspiring and motivating others to active greatness.
- Collaborating and working well together with others.

Declaration

I hereby declare that the above written particulars are true and correct to the best of my knowledge and belief.

MAHENDRAN KANAGARAJ