



CONTACT

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SKILLS

- Outstanding customer service
- Retail space optimization
- Inventory Management
- POS software mastery
- Supply chain understanding
- Trend forecasting
- Visual Merchandising Techniques
- Merchandising Software
- Brand development strategies
- Data Analysis Tools
- Microsoft Excel expertise
- Product life cycle understanding
- Sales Reporting Tools
- Sales-Driven approach

SOFT SKILLS

- Communication Skills
- Time Management
- Team Collaboration
- Adaptability

DRIVING LICENSE DETAILS

- License no: 4242481
- Valid till: 14/03/2029
- Permitted vehicles: Light vehicle

PERSONAL DETAILS

- Nationality: Indian
- Date of birth: 31/03/1995
- Passport No: P5299753
- Languages known: English, Arabic, Hindi, Malayalam, Tamil, Telugu, Kannada & Urdu

Riyaz

PROFESSIONAL SUMMARY

Experienced Merchandiser with keen attention to trends and consumer behavior. Holds more than 7 years of experience in sales. Successful in attaining sales goals by tracking, ordering and supplying high-quality merchandise to fit both store and customer needs. Created visually engaging displays and streamlined inventory processes to boost sales and reduce waste. Expertly coordinates suppliers and labor teams to deliver first-class results within cost and time-frame ideals.

WORK HISTORY

Merchandiser 03/2021 – 12/2024
Emirates General Petroleum Corporation - Dubai, UAE

- Arranged product displays to maximize cross-selling opportunities and increase sales.
- Coordinated in-store displays according to promotional plans outlined by vendors.
- Walked through store regularly to evaluate and enhance merchandising displays.
- Assessed inventory to identify restocking needs and minimize shortages.
- Worked with store management to assess customer preferences and tailor merchandising accordingly.
- Assured retail store standards by maintaining an organized layout.

Sales Executive 08/2017 – 01/2021
OBS - DUBAI, UAE

- Documented daily work in lead development and successful sales.
- Fostered relationships with customers to expand customer base and enhance loyalty and retention.
- Coordinated Daily Field Reports (DFRs) and sent to clients on weekly basis.
- Strengthened profit opportunities by developing key customer relationships and effectively managing time/resources to meet sales objectives.
- Qualified prospects to determine potential for future sales and prioritize conversion efforts.
- Built focused new client networks, growing business opportunities and increasing revenue possibilities.

EDUCATION

Bachelor of Business Administration: Bcom
Vijayanagara Sreekrishna Devaraya University - Bellary

Certificate of Higher Education: Higher Secondary
Govt. P U College Gangavathi - Koppal

A-Levels: S S L C
Govt. Junior High school Gangavathi - Koppal