

# MOHAMMED AJZAL P

## CONTACT

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## CORE COMPETENCIES

- Retail Sales & Revenue Growth
- Cash Handling & POS Transactions
- Inventory Management & Storekeeping
- Merchandising & Product Display
- Stock Replenishment & Cycle Counting
- Customer Service & Relationship Building
- Multilingual Communication (EN, ML, HI, AR-basic)
- Data Entry & Transaction Reconciliation

## TECHNICAL SKILLS

- MS Office (Word, Excel, PowerPoint): Document prep, data analysis, presentations
- POS Systems: Fast, accurate transaction processing & end-of-day reconciliation
- Tally ERP (Fundamentals): Billing, ledger entry, basic report generation
- Basic Computer Operations: Efficient use of retail software and inventory tools
- CRM Platforms (Salesforce, Zoho CRM): Customer databases, loyalty program management

## LANGUAGES

- English
- Hindi
- Arabic
- Malayalam



## PROFILE

Customer-focused Sales and Store Operations professional with 4+ years of hypermarket and retail experience in India and the UAE. Proven ability to drive revenue growth, manage high-volume POS and cash transactions, and optimize inventory control. Skilled in visual merchandising, cycle counting, and bilingual customer engagement. Committed to leveraging strong organizational skills and data-driven insights to enhance operational efficiency and customer satisfaction.



## WORK EXPERIENCE

### SALESMAN JAN 2023 - PRESENT

Nesto Hypermarket - Sharjah, UAE

- Achieve monthly sales targets by proactively promoting products and upselling complementary items
- Process 150+ daily transactions via POS with 100% accuracy and timely reconciliation
- Design and implement visual merchandising displays that boosted category sales

### STOREKEEPER & CASHIER JAN 2021 - DEC 2022

Edumart Hypermarket - Perinthalmanna, India

- Managed end-to-end inventory control: receiving, inspection, labeling, and storage
- Processed cash/card payments, reconciled drawers daily, and prepared banking deposit slips
- Resolved billing inquiries and discrepancies, shortening issue-resolution time

### SALES & CASHIER JUL 2020 - DEC 2020

Palathingal Super Market - Valanchery, India

- Operated POS to process sales, returns, and exchanges; maintained 99% transaction accuracy
- Conducted daily cash-drawer audits and generated end-of-day sales reports for management
- Assisted with stock receiving, shelf restocking, and stock-rotation to minimize shrinkage
- Provided product recommendations and addressed customer queries to drive satisfaction

### SALESMAN JUN 2019 - JUN 2020

Chazia Textiles - Valanchery, India

- Developed deep product knowledge to advise customers and facilitate purchase decisions
- Maintained customer records and conducted follow-up calls, nurturing a strong sales pipeline
- Consistently ranked in the top of sales staff by exceeding individual targets
- Collaborated with colleagues to plan seasonal promotions, driving a uplift in footfall



## EDUCATION

### HIGHER SECONDARY CERTIFICATE

Kerala Board of Public Examination, India

### SECONDARY SCHOOL LEAVING CERTIFICATE (SSLC)

Kerala Board of Public Examination, India