

Mohammed SALIH

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PROFESSIONAL SUMMARY

Career Summary Experienced and self-motivated inventory and Store In-charge with more than 4 years of industry experience overseeing sales figures and new account developments. Bringing forth a proven track record of working collaboratively with sales teams to achieve goals, escalate revenue gains, and advance the sales cycle of the company. A strong leader with the ability to increase sales and develop strategies to retain customers. Focused Stock Controller with high-volume inventory and material planning experience. Collaborates well with suppliers, logistics and wider teams to maintain clear stock control communications. Meticulous in monitoring and forecasting to ensure supplies meet demand.

EXPERIENCE

Ejadah Asset Management LLC - Security Guard

Dubai

10/2022 - Current

- Investigates security breaches, incidents, and other alarming behavior
- Completes reports by recording observations, information, occurrences, and surveillance activities
- Resolving customer complaints in a professional manner.

New Golden Bakery - Store In-charge

India, India

08/2019 - 10/2022

- Maintain relationships with key accounts and customers
- Review sales performance and negotiate contracts
- Monitor & control inventory levels and stock movements
- Taking order, billing, cash handling, staff arrangements and Staff recruitment.
- Opened and closed store by completing security, cleaning and financial checklists
- Achieve assigned sales targets & meet with clients virtually or during sales visits
- Demonstrate and present products and establish new business
- Attended staff meetings to discuss audit performances and developments, improving ways to avoid risks and discrepancies.

EDUCATION

2023

International School of skill development

Kerala ,India

Diploma in Warehouse and procurement management

2014

CMS College of Science and Commerce

Coimbatore, India

Bachelor of Business Administration

CERTIFICATIONS

Tuv suv certification in warehouse and procurement management

CORE QUALIFICATIONS

- Sales Analysis and Forecasting
- Marketing and Sales Strategies
- Written and Verbal Communication
- Flexible and Adaptable
- bar codes
- Computer knowledge
- MS Office (Word and Excel)
- POS System
- Stock management
- Sales team management
- Shelf dressing
- Inventory control
- Sales team motivation
- Store opening and closing procedures
- Order wise

- Set up temporary sales structures at markets to attract new customers.
- Processed and loaded deliveries and back stock onto store shelves.
- Advised customers on product range, price, delivery, warranties and product use.
- Packed and processed stock from fresh counters using wrapping machines.
- Took stock of products and updated inventory records with new totals.

ADNOC Distribution - Sales Attendant

Dubai, UAE

08/2016 - 07/2019

- Encouraged customer loyalty by building positive rapport with regular customers.
- Maximized sales by quickly locating correct items, colours and sizes.
- Cash handling
- Customer welcoming
- Operated register to process payments via cash and cards.

- Inventory Forecasting
- Quality Control
- Shipment Tracking
- Picking and Packing
- Stock Management
- Stock Forecasting
- Inventory Audits

LANGUAGES

English:  B1

Intermediate

Hindi:  C2

Proficient

Malayalam:  C2

Proficient

Arabic:  A2

Elementary