

MUHAMMED RASAL VARIKKOL

SALES EXECUTIVE & INVENTORY CONTROL SPECIALIST

Russia Cluster, International City, Dubai, UAE

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PROFESSIONAL SUMMARY

Results-driven retail professional with over six years of experience in sales, inventory control, merchandising, and customer service within the UAE retail sector. Skilled in handling inventory management, sales transactions, and customer engagement in fast-paced environments. Proven ability to maximize sales, optimize stock levels, and deliver excellent customer experiences. Seeking an opportunity to leverage my expertise in sales and inventory control to contribute to business growth and operational efficiency.

KEY SKILLS & COMPETENCIES

- Sales & Customer Service: Engaging with customers, providing product recommendations, and driving sales.
- Inventory Management: Skilled in stock receiving, tracking, and ensuring product availability.
- Merchandising & Visual Display: Experienced in setting up appealing product displays to boost sales.
- POS & Transaction Handling: Proficient in managing transactions with accuracy and efficiency.
- Upselling & Cross-Selling: Identifying opportunities to increase sales and revenue.
- Team Collaboration: Works well in team environments to enhance operational efficiency.
- Multi-tasking & Time Management: Effectively handling multiple responsibilities in fast-paced settings.

PROFESSIONAL EXPERIENCE

Mohammed Monsur Foodstuff Trading L.L.C, Dubai, UAE

Retail Sales Officer | 2024 – Present

- Increased sales of food products by developing strong customer relationships.
- Assisted customers with product selection, pricing, and promotions to drive revenue.
- Handled order processing, invoicing, and ensured timely delivery.
- Monitored stock levels and coordinated with inventory teams to prevent shortages.
- Conducted market research to identify new sales opportunities and trends.

Al Madina Group of Companies, Dubai, UAE

Sales Executive & Inventory Controller | 2018 – 2024

- Managed inventory control processes, including stock receiving, tracking, and replenishment.

- Provided customer service and sales support, assisting customers in selecting products.
- Conducted visual merchandising to enhance product visibility and sales.
- Processed POS transactions with accuracy and maintained daily sales records.
- Ensured compliance with company policies and industry regulations.
- Regularly conducted stock audits to prevent inventory discrepancies.

Samsung Customer Service Center, Kerala, India

Service Engineer | Jan 2018 – June 2018

- Delivered prompt, efficient, and professional customer service.
- Assisted customers with product inquiries and troubleshooting.
- Managed data entry and service tracking for customer requests.
- Provided after-sales support and resolved customer complaints professionally.

EDUCATION

- Higher Secondary Education, Kerala, India | 2017
- Certified in Mobile Technology (Software & Hardware), Kerala, India

CERTIFICATIONS & TRAINING

- Customer Service & Sales Training

LANGUAGES

- English
- Hindi
- Malayalam
- Arabic

ADDITIONAL INFORMATION

- Willing to work flexible shifts, including weekends and holidays.
- Physically capable of handling stock management duties.
- Maintains professional grooming standards.

REFERENCES

Sajeer Kuniyil | Regional Manager

Al Madina Group Of Companies, Warsan, Dubai, UAE

Tel: +971 55 834 2123

Firos Pokkakkilath Hameed | Manager

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