 TOM KYEYUNE

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 **SENIOR MERCHANDISER**

Reliable merchandiser and sales associate able to multitask, a team player, and professional with rich experience in retail sectors with reputable organizations in the Middle East. Accomplished professional with outstanding relations and skills with proven capability to achieve volume and value targets. Proactive, result-driven professional seeking a challenging position to utilize acquired skills and knowledge and deliver results exceeding expectations.

**Personal Details**

* License : UAE driving license
* Vehicle : Vehicle Owner
* Gender : male
* Languages : Fluent in English

Good in Arabic

**Personal Strength**

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| * Out Going
 | * Item knowledge
 | * Multi-tasking
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| * Target Achiever
 | * Communication skills
 | * Teamwork and leadership
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**Professional Experience**

**MERCHANDISER**

TRANSMED OVERSEAS INC

**Key Responsibilities:**

* Participating in implementing all sales plans in to deliver predefined individual and team sales and revenue targets.
* Ensure that outlets in the supermarket/s are maintained;
* Maintaining store shelves by observing displays of company products; removing damaged or freshness-dated products; tidying store shelves; providing optimum display of products.
* Conducting stock checks and assessed pending orders and provided reports to the deputy floor manager in order to maintain optimum stock levels.
* Participating in dealing with customer complaints, identifying root causes and providing viable and cost-effective solutions meeting customer expectations.
* Dealing with accurate processing of all sales transactions ensuring scanning of all items and matching prices against the computer database.
* Maintaining and creating sales by building relationship with both outlets and customers.
* Participate in special promotions and other in-store campaigns to drive up sales and revenues and meet predefined promotional targets.
* Coordinating with the logistics companies to ensure the stocks are maintained;
* Close coordination with Marketing agencies, and with all affiliated companies, as instructed
* Collecting market intelligence;
* Coordinating with promoters to improve sales;
* Any other task as assigned from time to time by the managers.
* Coordinating selling area to improve product visibility including shelving visibility;
* Implementing all visual merchandizing plans including window displays and optimum utilization of showroom space as per company and brand standards

**FMCG STOCKER**

CARREFOUR HYPERMARKETS

**Key Responsibilities:**

* Receiving deliveries, checking expiries and displaying in the shelves
* Being transmed representative in my assigned store handling office and operations tasks
* Assisting in making orders for company items
* Taking inventory,
* Making reports for out of stock and root causes.
* Restocking shelves
* Removing any expired or damaged products in the selling area
* Replacing products, and meeting with store managers and supervisors for re-ordering products.
* Assisting in strategies and producing goals for the company and clients.
* Arranging of stock in ware house
* Maintaining ware house cleanliness
* Implementing of promotions

**SALES ASSOCIATE**

BIN ARBAID GROUP

**Key Responsibilities:**

* Attracting potential customers by answering product and service questions and suggesting information about products and services.
* Managing in-store promotional campaigns including introduction of new styles/products in line with market and customer expectations.
* Managing stock movements in GIMA for possible stock adjustments.
* Receiving and managing ordered stock and in the warehouse.
* Arranging deliveries of bulk sales for the online customers
* Planning, creating and executing overall business visual merchandising strategy
* Designing appealing merchandise displays in order to attract visitors to the store
* Designing various window displays and signs as well as special promotions displays and signs
* Leading and collaborating with other store staff and promoters.
* Adjusting displays in order to promote new products and special offerings
* Approached customers through events to introduce them to new products.
* Providing education to clients on different types of products and their usage information.
* Resolving product or service problems by clarifying the customer’s complaint, determining the cause of the problem.
* Recommending potential products or services to management by collecting customer information and analysing customer needs
* Answering questions about warranties or terms of sale
* Providing accurate, valid and complete information by using the right methods/tools and different equipment’s.

**Education**

Diploma in educational studies

Uganda advanced certificate of education

**Professional Development**

* Computer knowledge (Word, Excel, Data entry and Power point).
* Excellent interpersonal and communication skills.
* Self-driven and working under minimum supervision.