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Nationality	India
Driving License – ( LMV & Motor Cycle )	UAE,Qatar, Saudi Arabia & India
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Visa status	Free Lance Visa

### **Working Experiences: -**

**STORE MANAGER with GRAND HYPER MARKET  
(AL-RAWABI Group of Companies)  
FMCG  
DOHA, QATAR**  
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- ⇒ Overseeing salespeople, cashiers, shelf stockers, and other employees of **Hyper Market**.
- ⇒ Managing finances and preparing an annual budget.
- ⇒ Keeping records of expenditure, sales figures and employee performance.
- ⇒ Dealing with customer queries and complaints, Customer service, Inventory management
- ⇒ Preparing promotional materials and displays, Recruiting and training staff
- ⇒ Enforcing safety policies, Maintaining financial records, Motivating employees to achieve targets
- ⇒ Conducting performance reviews and appraisals
- ⇒ Follow and enforce store policies, Hiring, training, and overseeing new staff, Supervising staff
  
- ⇒ Evaluating the supply and availability of stocks, and profit-margins. Supervising the salesperson and merchandiser.
- ⇒ Monitoring and checking the shelves as available any expires or damaged SKU's and every weekend will arrange the meeting with them for enquire about sales and situation.
- ⇒ Checking the method of the customers dealing and have to check them how is behaving with our valuable customer, each half an hour needs to check situation of the cash counter...

**KEYACCOUNT Sales and Merchandiser Supervisor/Inventory  
supervisorwith “UNILEVER” (Bin Zagr) Dammam, SAUDIARABIA**

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- ⇒ Focus on **FMCG** key outlets, Monitoring supplies and ware house, check the display of products properly.
- ⇒ Supervising the all merchandisers to follow the **FIFO** methods, nearest expiries should be kept at shoulder level, make sure the nearest expiries **SKUs** are sold out. All shelves are should be to keep neat and clean properly. The shelves should still be full, Full fill the available shelf spaces with the maximum number of **SKUs**
- ⇒ Planning and developing merchandising strategies, analyzing sales figures, and customer’s reaction and market trends to anticipate product needs. Managed a territory to identify opportunities and recognize new sales trends in order to increase Sales of assigned products.
- ⇒ As a KASI managed developed sales potential of customers within my **“FARM Super stores”** (Key account markets) 9 Markets of Eastern Province of Saudi Arabia (Dammam territory)
- ⇒ Responsible for sales growth and budgets for **“Unilever”** from markets of **“FARM super stores”** (FMCG) vision care.
- ⇒ Leased effectively with and support other members of the sales as well as merchandiser team organized, hosted and managed various customer Meeting...
- ⇒ Monitor completeness, accuracy, and compliance during inventory transactions. Oversee Purchase orders, data entry, and shipping and receiving. Lead and supervise inventory team, resolving problems, conducting training and setting schedule

**Outdoor Sales  
Representative  
SOFRA  
WORLDWIDE  
(Gelato Italian) DUBAI**

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- ⇒ Selling products and meeting customer needs. Services existing accounts
- ⇒ Obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on
- ⇒ Potential sales outlets and other trade factors. Outdoor sales for the all kind of Italian food and beverages

## Language Skill

Language	Speaking	Reading	Writing
English	Fluent	Fluent	Fluent
Arabic	Fluent	Fluent	Fluent
Hindi	Fluent	Fluent	Fluent
Malayalam	Native	Native	Native
Urdu	Medium	Medium	Medium
Tamil	Fluent	Nil	Nil

## Education Qualification

Course Name	Year of Pass
Bachelor of Commerce (B. Com) (Marketing)	1997– 1999
Pre-Degree(PDC) (4thgroup)	1995– 1996
Secondary of School Leaving Certificate (SSLC)	1993– 1994

## Computer skill

Micro soft office (MS Office)	2002
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Dear Sir: -

This letter is to express my interest in the sales position on my skills in sales and marketing. I'm confident that I would great edition to your team. My resume that highlights my ability/knowledge and experience in the sales and marketing is enclosed. During my time with" *Unilever*" *BIN ZAGR (FMCG)*, *SOFRAWORLDWIDE (FMCG)* and *AL RAWABI GROUP OF COMPANY (FMCG)*. I was able to succeed save money, save time/Increase sales and increase productivity in their suggested department with my experience. I excitedto work in this all-similar job position and the ability to help your company succeed. Thank you in advance for your time please don't hesitate to contact me if you have any questions. And I would Like theopportunity to review my qualifications in more detail.

Thank you  
Regards

you're sincerely  
Suhail M Khalid