

NAHAS KS

Dubai-UAE

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Highly motivated, analytical, efficient and detail-oriented individual, with 16+ years' experience of strong UAE experience in various aspects of sales executive. Enjoy creative problem solving and I would excel in the collaborative environment on which your company prides itself. Highly trustworthy, discreet and ethical

EXPERINCE

SALES EXECUTIVE

V.V. & Sons LLC

Dubai, United Arab Emirates

2011 to Present

Established in 1958, V.V. & Sons is one of the oldest distribution houses in the UAE. It is a leading distributor of renowned consumer brands with a strong distribution network across the country.

Its portfolio comprise of products covering three major consumer industries Consumer Retail – FMCG, Food & Non-Food Products.

- Manages the day-to-day sales activities to achieve sales targets through profitable business relationships.
- Identifies, qualifies, and solicits proactively new business and manages other active accounts to achieve
- Build strong relationships with store managers and conduct product detailing to increase knowledge and awareness and drive the sell-out.
- Uses negotiating skills and creative selling abilities to close on business and negotiate contracts.
- Monitor out of stock/ low stock and raise appropriate order for the outlet
- Propose new product listings, space increase and promotions within accounts
- Communicates accurately with supporting departments to ensure effective execution of client requirements.
- Source new sales opportunities by meeting with procurement and senior management decision-makers.
- Develop and implement a clearly defined sales plan for new and existing accounts and proactively track the performance of your accounts to identify key drivers of the performance and implement

- Corrective actions to deliver against sales targets.
- Competitor Analysis to convert accounts.
- Liaise with the Finance team to ensure timely collection of overdue payments from the accounts.

PURCHASE ASSISTANT

HYATT REGENCY

2005 To 2011

Dubai, United Arab Emirates

- Update concerned department about procurement of materials.
- Ensure about the cost, quality and availability of product before purchasing.
- Assist purchase managers in making purchases.
Deal with purchase requisition of sales team, and handle daily purchase work (order processing/ Price inquiring)
- Regular update of purchase information in systems and order status
- Calculate order gross profit and present reasonable suggestion
- Knowledge of products and optimize stock structure
- Well organized / good time management
- Ability to work independently and as part of team
- Reliable and trustworthy
- Strong work ethic

RESPONSIBILITIES

- Daily Supervision of direct reports including monitoring team to ensure team meets Monthly efficiency, activity and sales target.
- Monitor Stocks levels for recorders, client requests and maximum profitability.
- Work closely with all staff members and merchandise coordinator to maintain all visual Standards
- Proficient with MS Office.
- Highly Organized, efficient and orderly individual with a willingness to work closely with Others.

EDUCATION

Pre Degree Jun 1991

SSLC Jun 1989

PERSONAL DETAILS

Nationality: India

Marital Status: Married

Driving License: Valid UAE Light driving License

Language: English, Hindi, and Malayalam

Visa status: Employment