

NASEEB P ANSAD

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PROFESSIONAL SUMMARY

Organized and goal-driven store keeper and sales professional with experience in inventory management, sales, and marketing within the retail, FMCG, and pharmaceutical sectors. Skilled in MS Office, SAP, and Tally ERP, with a strong foundation in commerce and computer applications.

WORK EXPERIENCE

Store Keeper | National Food Product Company (NFPC) | Abu Dhabi **Dec 2024 - Present**

- Managed the export process for over 500+ shipments annually, ensuring 100% compliance
- Oversaw warehouse procurement, handling inventory worth AED 5M+,
- Generated and processed 1,000+ delivery notes per year, ensuring accurate documentation
- Led procurement negotiations with suppliers, securing 10% cost savings on essential warehouse materials.
- Implemented an inventory tracking system, improving stock accuracy by 25% and reducing wastage.
- Coordinated with logistics partners for efficient transportation, reducing delivery time by 20%.
- Ensured compliance with health and safety standards, conducting monthly audits

Store Keeper | Lulu Group International, Oman **Jan 2023 - Jul 2024**

- Manage the receiving, handling, Inspecting, distribution, storage and inventory control of all material
- Managing and controlling the requirements of central warehouse, goods transportation, MEP scrap management and making monthly and annual reports on the stock variation.
- Arranging, tracking and documenting the bulk delivery, stock transferring internal and external fresh and dry goods and sending and receiving of damage electronics items for service.
- Supervise a team of stores employees, including delegation, training, performance evaluation, disciplinary actions.

Sales Officer | F2 Foods Kochi **Jan 2022- Jul 2022**

- Conducted product sales and engaged in direct customer interactions to drive sales of FMCG products.
- Achieved sales targets and developed strategies to expand the customer base and product reach in a competitive market.
- Monitored sales trends and provided insights to management for improved product positioning.
- Participated in promotional campaigns and product launches to increase brand visibility and sales volume.
- Resolved client complaints and service issues promptly, leading to a 90%+ customer satisfaction rating.

Marketing Executive | Peekays Medicine Distributor **Aug 2020-Dec 2021**

- Promoted Ayurvedic, herbal, and medicinal products, including anti-diabetic capsules, pain relief tablets, and liver capsules.
- Conducted market research and implemented targeted marketing strategies to boost brand visibility and customer engagement.
- Built and maintained relationships with clients, resulting in increased sales and customer loyalty.
- Handled client negotiations, pricing discussions, and contract closures while ensuring profitability and customer satisfaction.

SKILLS

- Technical Skills: MS Office, SAP, Oracle JDE, Tally ERP
- Soft Skills: Inventory Management, Sales & Marketing, Customer Relations, Communication skill, B2B/B2C sales

EDUCATION

Bachelor of Commerce in Computer Application
Mahatma Gandhi University 2017 – 2020

CERTIFICATIONS

MS Excel & Tally ERP
Avodha Educational Institution