

NIKHIL JOSEPH PEREIRA

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CARRER SUMMARY

Results-driven Sales Professional with 10 years of experience. Proven track record of exceeding sales targets, building strong client relationships, and driving revenue growth. Skilled in lead generation, consultative selling, negotiation, and closing deals. Adept at leveraging data-driven insights to develop and implement sales strategies that enhance customer satisfaction and retention

EXPERIENCE

- 8+ years of proven experience in Store Management of foodstuff products, ensuring freshness, quality control, and FIFO/LIFO practices.
- Expertise in SAP ERP (MM Module) for managing inventory, purchase orders, goods receipts, and real-time stock tracking.
- Skilled in handling perishable and non-perishable food items, maintaining hygiene and food safety standards (HACCP awareness preferred).
- Efficient in batch and expiry date tracking, reducing wastage and ensuring timely stock rotation.
- Proficient in generating and managing Goods Receipt Notes (GRN), Material Issue Slips (MIS), and Stock Reports using SAP.
- Strong coordination with procurement and supply chain teams to ensure timely replenishment and demand planning.
- Experienced in cold storage and temperature-sensitive inventory control systems.
- Capable of handling bulk storage, stock segregation, and proper labeling as per item category and shelf-life.
- Well-versed in monthly, quarterly, and annual stock audits, inventory reconciliation, and variance analysis.
- Adept at leading a team, enforcing store discipline, cleanliness, and documentation accuracy.

• PROFESSIONAL EXPERIENCE

Lulu daily Marad, Forum mall marad.
Store keeper incharge

08/2023 -03/2025

Lulu international shopping mall pvt ltd
edappaly

04/2017 – 02/2023

Senior Store Keeping Staff

AR Bakes

03/2019 -12/2022

Production Helper (partime),Production helper
van sales man order picker and despaching
arranger

Avaran Yamaha motors

2014-2017

salesman
Models footwear
Salesman
countersales, cashier, stock reciever

2013-2014

EDUCATION

Bachelors of commerce

MG University

12/2019

Higher Seconadary

Govt Boys Higher Secondary school kodungallur

03/2011

Schooling

St Joseph's HS Mathilakam

03/2009

Post Graduate Diploma in Computer Applications(computer fundamentals MS Office,C++)

Nehru Centre for Education and Technology

12/2013

Tally and Excel

Sprint Academy

06/2014

SKILLS

- Customer Service – Building relationships and trust.
- Product Knowledge – Deep understanding of offerings.
- Persuasion – Convincing customers to make a purchase.
- Problem-Solving – Addressing customer concerns smartly.
- Time Management – Handling multiple clients efficiently.
- Market Awareness – Understanding trends and competitors.
- Teamwork – Collaborating with colleagues for success.

LANGUAGES

English
Hindi
Malayalam

Proffesional
Proffesional
Native