

Curriculum Vitae

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CARRIER OBJECTIVE:

To seek an Pinnacle Sales Management position in well established concern where growth, hard Work and sincerity prefer. My long-term goal is to rise to a position of leadership in the profession in which I can contribute significantly to the organization.

PROFESSIONAL SUMMARY:

Having above **Four (4+)** years of dynamic, results-oriented and hands-on Sales & Marketing management experience. Having comprehensive understanding of my area of sales i.e. Wholesale, Retail and After Sales Service.

Selling a diverse portfolio of products resulting in revenue growth and market share improvement in Home Appliances. Skilled at leading by example, equipping and managing teams to gain deeper understanding of the customer needs to creatively solve problems and generate opportunities for success.

PROFESSIONAL EXPERIENCE:

I. Jashanmal Group Merchandiser / Sales Executive Nov-2019 to Current



The Jashanmal is a Conglomerate group for Distribution, Marketing and Retail for number of major international brands. Currently operating in GCC countries & South Asia with the headquarters in Dubai – UAE, Jashanmal also has regional offices in Bahrain, Kuwait, Oman, Qatar and India. Jashanmal has been a household name and a reliable partner for international home appliances, fashion, footwear, and travel gear.

ROLES & RESPONSIBILITIES:

- Primary responsibility for account management generating sales through major Power retailers Carrefour and Lulu in UAE.
- Handling, MDA & SDA brands like Electrolux, Hoover, Maytag, Bertazoni, Delonghi, Kenwood, Sure, Russel Hobbs and etc.
- Study & analyze business trends within the industry and monitor and improve market share.
- Develop new channels/accounts as opportunity persists.
- Best Practices Implementation of executing pilot model displays.
- Implementation of the Planogram for all brands on the shelves.
- Continuously achieving sales target set by sales managers.
- Keeping close tabs on market requirements and competitor activities. Handled specific products enquiries and replied to the marketing and customer service inquiries.
- Getting LPO (Local Purchase Order) generated from the power retailers.
- Identifying slow moving stocks and thereby liquidating the stocks before it ends up as ageing stocks with the help of sales manager.
- Referring unresolved customer grievances or specific customer request to designated departments for efficient service and further investigation.
- Develop and maintain strong long-term relationships section heads and business community.

II. TRENT LTD
Sales Associate
May-2018 to Oct-2019



Established in 1998 as part of the Tata Group, operates Westside, one of India's largest and fastest growing chains of retail stores. The company has already established 132 Westside departmental stores measuring 8,000-34,000 sqft in floor space across 74 cities. The Westside format offers a predominantly exclusive brands model across women's wear, menswear, kids' wear, footwear, lingerie, cosmetics, perfumes and handbags, household furniture and accessories.

ROLES & RESPONSIBILITIES:

- Assisting shoppers to find the goods or products they are looking for.
- Help customers decide which type of products to be used on certain activity and would best suit their needs.
- Accurately stocking and rotating products on to shelves from backroom inventories.
- Work as a team to achieve monthly sales targets.
- Constantly interacts with clients and establishing good rapport with them.
- Contributes to team effort by accomplishing related results as needed.
- Assisting visual merchandisers to plan store layouts to promote key lines.
- Assisting at month end or perpetual stock counts.

ACHIEVEMENTS:

- Rewarded for best performer of the month.
- Good team player in the team.

PERSONAL TRAITS:

- Ambitious & Enthusiastic
- Flexible & Quick learner
- Results Oriented
- Work under pressure.
- Leadership

PERSONAL DETAILS:

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| ▪ Educational Qualification | : | MBA (Perusing)
Graduate in Commerce. |
| ▪ Date of Birth | : | 10.07.1997 |
| ▪ Languages Known | : | English, Hindi & Telugu |
| ▪ Marital Status | : | Un married |
| ▪ Nationality | : | Indian |
| ▪ Passport no | : | T4790956 |
| ▪ Visa status | : | Employment. |
| ▪ Driving License | : | UAE |

I would immensely consider it as my honor to provide any other relevant information you may need.

Thanking you,

Om Sai Kumar. K