



PRAKASH MOTWANI

PROFILE

A professional with experience as sales & marketing manager.

An out of the box thinker with proficiency in marketing products, accelerating growth and achieving business targets.

Adapt in devising marketing activities for ameliorating revenue growth.

CONTACT

PHONE:
+971 58 5586801

LINKEDIN:
<https://www.linkedin.com/in/prakash-motwani>

EMAIL
Prakashmotwani101@gmail.com

SKILLS

Communication	1
Sales Strategy	1
Social Media Marketing	1
Team Handling	1
Target Oriented	1
Area sales Manager	1
Sales and Marketing	1

WORK EXPERIENCE

OPS MANAGER

AL MANATT DMCC (HEERAMOTI NEWYORK)

JANUARY 2023 - PRESENT

Establishment, B2B sales coordinating, Updating the market trends to the latest stocks and closing the sales with negotiating clients. Planning the B2C shows, and active participation in the Middle east region. Handling the stocks movement.

AREA SALES MANAGER

MULTIPLEX INTERNATIONAL LLC.

FMCG GROUP, UAE

NOV 2010 -JANUARY 2023

About the company:

Multiplex International LLC, a company that specializes in FMCG and Cosmetic products distribution in UAE and Oman. Established in 1993 the company today has 200 plus qualified staff serving UAE, Oman & Qatar. With carefully selected product portfolio, the management at Multiplex is constantly in search of new mass, mid and premium quality FMCG and Cosmetic products. Our clients are LuLu Hypermarket, Carrefour, Choithram, Al Safeer, K.M. Trading, Abela & Co., Fresh & More Hypermarket, Alam Supermarket, Fathima Supermarket, Emirates Co-op, Union Co-op, Al Maya Group, Aswaaq, West zone Group, West zone Fresh, Park n Shop, etc.

- Handling Team of 15 members with target for 1.5million per month.
- Making sure schedules of Sales & Merchandisers are being followed.
- Making secondary Promotion Sales for the team in achieving Targets.
- Follow-ups with Team & Clients on daily activity.
- Spending Quality time with my clients for maintaining relations.
- Clearing stocks of Near Expiry with given deadlines and price.

Personal Details

Date of Birth : 18 Aug 1985

Sex : Male

Nationality : Indian

Marital Status : Married

Languages Spoken : English, Hindi,
Tamil, Sindhi
& Malayalam.

Residential Address : Dubai

Reference: Available on request.
(Dubai)

- Planning in advance promotions for upcoming months & implement.
- Identifying and establishing contact with potential customers proactively.
- Responsible for making repeat sales to the existing clients.
- Presenting the product or service in a structured and professional manner.
- Promoting new products and any special deals.
- Advising customers about delivery schedules and after-sales service.
- Recording orders and sending details to the sales office.
- Checking quantities of goods on display and in stock.
- Maintaining a minimum stock level in the stock rooms as well as counters of each outlet.
- Timely and frequent visits to the counters.
- Promoting fast-moving products through attractive promotional schemes.
- Maintain and report details of stock movement in each location assigned by producing monthly sales reports.
- Achieving the monthly sales targets assigned.

Skills:

- Excellent problem solving and organization skills.
- Self-motivated and flexible to work with negligible supervision.
- Excellent presentation and communication skills.
- Good interpersonal skills.
- Outstanding organizational and time management skills.
- Determined work attitude.
- Able to work as a team member.
- Able to meet deadlines and work under pressure.

EDUCATION

Higher Secondary (HSE) - Completed in the year 2004
S.B.I.O.A Model Higher Secondary School, Chennai, India

Main Subjects: Commerce, Economics, Mathematics & Accounting.