

Prakash Puthukkudi
Sales Supervisor,
Atyab Food Industries, Dubai
+971 503462761 | prakash6127@gmail.com

INTRODUCTION

A self-motivated and result oriented professional with over 10 years of experience in FMCG industry seeking a challenging opportunity in a reputed organization where I can prove my skills for the development of the company thereby myself. A good team player with excellent team management and communication skills.

WORK EXPERIENCE

1. Sr.Sales Supervisor(Aug 2022 Ongoing) **Atyab Food Industries LLC, Dubai**

- Efficiently managed a team of VSR and VSAs, providing proper guidance to meet budget requirements and regulate the stock based on market needs.
- Managed a portfolio of clients in FMCG industry from Key Accounts to Grocery & Horeca.
- Expanded the product market in Dubai and Northern Emirates.
- Negotiate and finalize BDA agreements with customers.
- Resolved customer complaints in timely and efficient manner.
- Monthly collection follow up and clearing, control of credit notes
- Reported Sale trends and areas of improvement, product quality issues to management.

2. Sales Supervisor(June 2018 - July 2022) **Noor Asia General Trading, Sharjah**

- Expanded the product market by acquiring and placing products in new outlets, and listing new items in existing outlets
- Managed a portfolio of clients in FMCG industry from Key Accounts to Grocery & Horeca.
- Maintained Stock reports, Sales Reports, Journey cycle plans
- Negotiate and finalize BDA agreements, Shelf rent agreements and promotion support with customers.
- Monthly collection follow up and clearing, control of credit notes
- Provided training to the team on the product and enhancements needed for development

3. Jr. Sales Supervisor(June 2015 - May 2018) **Noor Asia General Trading, Sharjah**

- Developed new routes in Dubai and Fujairah .acquiring and placing products in new outlets including KeyAccounts, Horeca and Groceries.
- Regular market visits to control the visibility, availability, pricing and promotions. -
Enhanced product visibility and maintain customer relationships.

4. VAN Sales representative (Sep 2010 - May 2015)

Noor Asia General Trading, Sharjah

- Handling the assigned route, visiting all outlets and maintaining the product visibility as per the journey cycle plan. Regulate the sales returns as per company norms - Handled Credit collection

5. VAN Sales Assistant (Feb 2009- Aug 2010)

Noor Asia General Trading, Sharjah

- Assisted VSR in delivering the goods as per invoice quantity - Stock loading and unloading in proper time

PROFESSIONAL SKILLS

- Team management and strong leadership skills - Ability to work under pressure.
- Strong Marketing skills and Negotiation skills
- Strong Interpersonal and communication skills.

REWARDS & RECOGNITIONS

- Honoured by the management as the best performer achieving target for multiple times - Received Man of the month award for developing and stabilizing routes.

EDUCATION

Graduation
Madras University
Chennai, India

Higher Secondary & SSLC
Kerala State Board
Palakkad, India

LICENSES & CERTIFICATIONS

- Valid UAE driving license

SOFTWARES

- HHT Software
- Oracle
- Microsoft Office (Word, PowerPoint, Excel)
- Outlook

INTERESTS

Listening music, Watching movies, Playing cricket & football

PERSONAL PROFILE

Nationality : Indian
Gender : Male
Marital Status : Married
Passport No. : R8184065
Visa Status : Employment visa (Transferrable)

REFERENCES

HARIDAS MENON
Managing Director,
Richoos International