



RAHUL KAMALON

SALES EXECUTIVE

PERSONAL DETAILS

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🏠 United Arab Emirates

EXPERIENCE

Sales Executive

Al Ain Food & Beverages Pjsc (Agthia Group) | 1/2022 - Present

- Organize field visits on a daily basis and follow up with distributor in the assigned area to ensure availability of products.
- Achieve the distribution & coverage aligned with the distributor by Product group & category.
- Develop a strong relationship with the Distributor and take part in Operational reviews.
- Report market intelligence (sales analysis, monthly initiative implementations, competitor activities, launches, customer plans, shopper profiles) to sales management.
- Ensure that the promotional plan is implemented effectively and efficiently instore in the assigned area(s).
- Ensure on shelf availability of all products based on core distribution by communicating with the FSR/VSR and following up with store visits.
- Ensure correct product handling and condition on shelf as per company policy.
- Ensure shelf and warehouse stocks are correctly audited, rotated, and the short expiry issues are properly handled in line with company policy at the distributor warehouse & in the distributor outlets.

Business Development Executive

Gooseberry General Trading | 11/2019 - 11/2021

- Identifying profitable business opportunities
- Creating actionable business strategies
- Nurturing relationships with clients
- Tracking business performance
- Analysing market trends

PROFILE

I am an approachable, motivated and confident Sales Executive with the ability to excel sales targets and make a real difference in the Organization's revenue generation. I have expert knowledge of the selling process and I fully recognize the human and emotional aspects of buying and selling. I possess strong social skills that enable me to be a strong relationship builder with clients, colleagues and third - party stakeholders.

SKILLS

Expert Knowledge Of The Selling Process And Effective Sales Techniques - 5

Excellent Communicator And Relationship Building Skills - 5

Pro-Active, Organized And Excellent Team Player - 5

Motivated In A Target-Driven Environment - 5

Optimistic And A Postive Can-Do Attitude - 5

Ability To Work Independently Both With Minimal Supervision As Well As In A Team - 5

Quick Decision-Making And Learner - 5

Good Communication Skills - 5

LANGUAGE

English - 5

EDUCATION

Master Of Business Administration (MBA)

Manglore University | 2017 - 2019

Finance And Marketing

Bachelor Of Business Administration

Kannur University | 6/2014 - 3/2017

DECLARATION

I Hereby Declare That The Particulars Mentioned Above Are True And Correct To The Best Of My Knowledge And Belief.

Hindi - 5

Malayalam - 5

Arabic - 5