



RANJITH RAJAGOPALAN

PROFESSIONAL SUMMARY

A dedicated and results-driven professional with extensive experience in van sales and sales executive roles. Skilled in inventory management, merchandising, and building strong customer relationships. Proven ability to meet sales targets, optimize product visibility, and deliver exceptional customer service. Adept at working in fast-paced environments, ensuring efficient operations, and contributing to business growth. Committed to excellence and a proactive approach to achieving organizational goals.

WORK EXPERIENCE

VAN SALESMAN | UIG FZC, DUBAI - UAE

October 2023 – Present

- Spearheaded stock audits and ensured efficient merchandising operations across key retail locations, including ADNOC and ZOOM, maximizing product availability and visibility.
- Delivered consistent route management by driving across Abu Dhabi and Al Ain, overseeing comprehensive stock confirmation and replenishment efforts.
- Analyzed and reported daily sales metrics, contributing to data-driven decisions aimed at enhancing inventory turnover and sales performance.
- Implemented strategic product placement initiatives, optimizing stock distribution and boosting sales outcomes in diverse retail environments.
- Provided expert customer engagement and service, driving brand recognition and fostering strong relationships with key stakeholders.

MERCHANDISER / SALES | TIME HOUSE TRADING LLC, DUBAI - UAE

March 2020 – August 2023

- Led the merchandising and visual presentation of Carlton products in Carrefour, Mall of Emirates, ensuring alignment with brand standards and maximizing product exposure.
- Acted as the primary brand representative, effectively introducing and promoting Carlton travel bags and accessories, resulting in increased consumer interest and sales.
- Collaborated with retail management teams to manage stock levels, optimize product placement, and ensure inventory meets demand without excess stock.
- Drove customer engagement by executing compelling product demonstrations and presentations, fostering brand loyalty and repeat business.
- Compiled and analyzed daily sales reports, providing actionable insights for strategic sales initiatives and inventory management.

VISUAL MERCHANDISER | CARREFOUR & LULU, DUBAI - UAE

March 2020 – August 2023

- Expertly designed and executed visual merchandising strategies, ensuring dynamic and engaging displays that enhanced product visibility and customer experience.
- Worked in partnership with marketing teams to conceptualize and implement effective promotional campaigns, optimizing brand impact across Carrefour and Lulu outlets.
- Conducted regular audits of product displays and stock levels, ensuring that presentation standards were consistently met and replenished to meet customer demand.
- Collaborated with store management to align product displays with current consumer trends, improving sales performance and customer satisfaction.
- Leveraged sales data and customer feedback to refine merchandising tactics, continually improving display effectiveness and driving sales growth.

CONTACT

- +971 55 521 7866
- ranjithmalakkulam@gmail.com
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EDUCATION

- Hardware and Net Working
- Higher Secondary School – 2012
- SSLC - 2010

SKILLS

- Sales and Business Development
- Inventory Management
- Merchandising and Visual Display
- Customer Relationship Management
- Route Planning and Stock Replenishment
- Sales Reporting and Data Analysis
- Product Promotion and Marketing
- Problem-Solving and Decision-Making
- Team Collaboration and Communication
- Time Management and Multitasking

CERTIFICATION

- Diploma in Computer Hardware & Networking
- Certification in Microsoft

LANGUAGES

- English
- Arabic
- Hindi
- Malayalam
- Tamil

**BILLING EXECUTIVE / CUSTOMER SERVICE | YELLOW DUCK HYPERMARKET,
ABU DHABI – UAE**

- Managed precise transaction processing by scanning and entering accurate pricing information into the register, ensuring smooth and efficient customer checkout experiences.
- Maintained meticulous inventory records, overseeing product expiry dates and ensuring timely stock rotations to meet quality standards.
- Delivered exceptional customer service, effectively resolving queries and concerns to enhance customer loyalty and satisfaction.
- Ensured optimal product arrangement and organization on shelves, adhering to store standards and improving product accessibility.
- Coordinated with suppliers regarding product expiry and discrepancies, managing inventory turnover and the timely acceptance of goods per purchase orders.

SERVICE ENGINEER | NORTECH INFONET PVT LTD, KERALA – INDIA

- Demonstrated expertise in troubleshooting and resolving technical challenges, offering tailored solutions in high-pressure customer service environments.
- Collaborated with cross-functional teams to address complex service issues, ensuring quick resolutions and optimal customer satisfaction.
- Consistently applied a calm, patient, and methodical approach to problem-solving, delivering exceptional service under demanding circumstances.
- Contributed to operational success by maintaining a positive, proactive attitude and effectively managing customer expectations.
- Applied technical knowledge and hands-on experience to support customers, ensuring high-quality service and fostering trust in the company's capabilities.

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