



SUMMARY

Currently taking care of Toys category as a Sales Supervisor, I am responsible for handling 6 customer accounts and assist Sales Manager in overall sales operations.

My current role involves driving sales, handling sales team, inventory managing, product listing, planning and executing product distribution, stock movement analysis, getting POs from regular and down market customers, following up with customers for outstanding payments, fulfilling stock procurement formalities and resolving day to day issues related to sales operations.

Prior to my current job I have worked as a Business Development Executive with Proteck Electronics for around 4 years and Jumbo Electronics for around 7 years where I started as a Sales Advisor and left as a Department Sales Supervisor.

PROFESSIONAL EXPERIENCE

Shooting Stars LLC. (Sept.'2021-present)

Sales Supervisor

Job Role

- Responsible for building Toys business and handling 6 customer accounts (ENOC, EMARAT, ADNOC, GRANDIOSE and GMG).
- Assisting Sales Manager in overall operations and supervising a team of 6 field sales executives.
- Driving sales and resolving day to day issues pertaining to sales operations.
- Developing and maintaining positive relationships with key customers (ENOC, ADNOC, EMARAT, UNION COOP, GRANDIOSE, GMG) and suppliers.
- Suggesting new product lines and quantity to Buying Manager for procurement.
- Collaborating with logistics teams to ensure timely product availability.
- Preparing product listings for clients and following up to get the products listed on time.
- Planning and executing stock distribution in 395 retail outlets.
- Following up on outstanding payments with all clients.
- Preparing daily route plan for sales team to ensure adequate sales coverage.

Proteck Electronic Trading LLC. (July'2017-Aug.'2021)

Business Development Executive

Job Role

- Visiting multiple stores daily and keeping a tab on sales.
- Exploring new opportunities through market feedback from Store Managers.
- Coordinating with buyers for product listing and getting LPOs.
- Keeping a tab on merchandising and visibility of product displays.
- Presenting weekly sales report and inventory report to Sales Manager.
- Keeping in touch with Buyers and Store Managers on a regular basis to maintain a good rapport.

RAGHUNANDAN HARI SINGH

Sales Supervisor

CONTACT INFO

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Address:
Karama, Dubai, U.A.E

EDUCATIONAL QUALIFICATION

2004 Intermediate
CBSE Board, New Delhi, India

2002 Secondary School Certificate
CBSE Board, New Delhi, India

Areas of Expertise

- B2B Sales
- Relationship Management
- Business Development
- Team Management
- Account Management
- Stock Distribution Planning
- Inventory Management
- Product Movement Analysis
- Team Supervision
- MS Office

PERSONAL DETAILS

Date of Birth : 22/01/1987
Nationality : Indian
Visa Status : Residence
Marital Status : Single
Languages : English/Hindi
Driving License : Yes

REFERENCE

Available upon request

Jumbo Electronics Co. LLC. Dubai (Feb'2009-Jan'2017)

Department Supervisor

Job Role

- Driving Sales and monitoring weekly sales performance of Brand Promoters.
- Keeping a hawk-eye on stock shrinkage and preparing suggestion orders.
- Keeping a tab on base stock level, stock merchandising and overall floor display.
- Preparing monthly stock count report and sharing it with Store Manager.

Jumbo Electronics Co. LTD. India (2007- 2008)

Cashier/Sales

Job Role

- Executing all transactions quickly and accurately and following all company procedures and policies faithfully.
- Issuing credit receipts or refunds as required.
- Making sales referrals and cross-sell products.