

# RAMJITH RAMACHANDRAN PILLAI

Dynamic and goal-driven Sales Executive and Van Salesman with over 14 years of successful experience in the FMCG and beverages industry across the UAE. Proven track record in driving sales growth, route planning, product merchandising, and customer relationship management. Skilled in developing sales strategies, identifying market opportunities, and delivering exceptional customer service. Adept at managing key accounts, negotiating contracts, and expanding market share. Holds a valid UAE light vehicle driving license and currently available on visit visa for immediate employment.



## WORK EXPERIENCE

### VAN SALESMAN

2024 – 2025

Admirals Trading LLC, Dubai, UAE

- Efficiently handled van sales operations across pre-assigned routes, ensuring timely delivery of FMCG products to retail and grocery outlets, while maintaining optimal inventory levels.
- Built strong rapport with retail partners, resolving issues promptly and gathering market intelligence to support future sales planning and forecasting.
- Managed daily sales reports, payment collections, and product returns with high accuracy, contributing to seamless finance reconciliation.
- Executed merchandising standards across outlets to enhance product visibility, ensure freshness, and drive impulse purchases.

### SALES EXECUTIVE

2018 – 2024

National Refreshments Company, Dubai, UAE

- Consistently exceeded monthly sales targets by leveraging strong product knowledge and customer engagement strategies to convert leads and upsell to existing clients.
- Transitioned from field-level sales to a more strategic sales executive role, overseeing a wider territory and mentoring junior sales staff to improve performance.
- Conducted comprehensive market and competitor analysis to refine sales strategies, launch promotional campaigns, and introduce new SKUs effectively.
- Liaised with supply chain and logistics teams to ensure stock availability, order fulfillment, and minimized product wastage across retail channels.

### VAN SALESMAN & MERCHANDISER

2010 – 2018

Al Rawabi Dairy Company, Dubai, UAE

- Delivered dairy and beverage products to over 40 retail and wholesale clients daily, while managing stock rotation and display to maximize freshness and visual appeal.
- Built long-term relationships with store managers and purchasing heads by consistently providing timely service, flexible ordering solutions, and promotional support.
- Responsible for managing van inventory, ensuring all sales transactions, returns, and payment collections were properly documented and reconciled.

## PERSONAL DETAILS

- UAE Driving License | Light Vehicle- No: 1753758 | Valid Till: 19/01/2027
- Visa Status : Visit Visa
- Passport No: R6000116
- Nationality : Indian

## CONTACT

### Phone

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### Email

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### Address

Sharjah, UAE

## EDUCATION

### Bachelor of Arts (Sociology)

Annamalai University, Tamil Nadu, India

### Higher Secondary Education

Kerala Board of Higher Secondary Examinations

## CORE COMPETENCIES

- Route Sales & Van Operations
- FMCG Product Promotion
- Customer Relationship Management
- Target Achievement & Revenue Growth
- Sales Strategy Development
- Market & Competitor Analysis
- Key Account Management
- Merchandising & Stock Replenishment
- Order Booking & Delivery Coordination
- UAE Market Expertise
- Sales Documentation & Reporting
- Negotiation & Upselling Skills

## TECHNICAL SKILLS

- ITI in Electrical
- Basic Computer Literacy
- MS Word & Excel Proficiency

## LANGUAGES

- English
- Hindi
- Arabic
- Malayalam