



Ranjith K

JOB TITLE APPLYING FOR

MARCHANDISER

PROFESSIONAL SUMMARY

Driven professional with over 10 years of experience in sales, I've developed a proven track record of driving revenue growth, building strong customer relationships, and consistently exceeding targets. My expertise spans market analysis, competitive intelligence, and negotiation, allowing me to navigate complex sales cycles and deliver results-driven solutions that meet clients' needs. Throughout my career, I've honed my skills in communication, problem-solving, and strategic planning, enabling me to thrive in fast-paced and dynamic sales environments.

WORK HISTORY

Salesmen Joyalukkas - Kollam, India	02/2011 - 11/2013
Salesmen Bandra supermarket - Mumbai, India	01/2014 - 08/2020
Supervisor Lulu Group International - Dubai, UAE	12/2020 - Current

EDUCATION


Higher Secondary: Commerce, 2011
GFHSS Padnekadappuram, kasargod - kerala, india


SSLC, 2009
GFHSS Padnekadappuram, kasargod - kerala, india


KEY RESPONSIBILITIES

- Ensure that stores, shelves are stocked with the right types and quantities of products
- Display, arrange, price and rotate in store
- Maintain store shelves by FIFO method, removing dated or damaged products
- Monitor store inventory based on sales and intake
- Optimize sales volume and profitability by identifying profitable line and bestsellers
- Working closely with buyers, managers and other merchandisers
- Make recommendation for promotional strategies using sales and pricing data

CONTACT

 Dubai, UAE

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 renjithk041@gmail.com

PROFESSIONAL SKILLS

- Knowledge of MS Office and Excel
- SAP Knowledge
- Supply chain management
- Knowledge about FIFO method
- Customer services excellence
- Staff scheduling
- Leadership competence
- Ethical standards
- Workplace mediation
- Marketing strategy
- Staff management
- Employee training
- Negotiation tactics
- Stock replenishment
- Communication skills
- Retail operations awareness
- Direct marketing knowledge
- Strategic selling

LANGUAGES

English

Fluent

Malayalam

Fluent

Hindi

Fluent

Tamil

Fluent

PERSONAL INFORMATION

Age & DOB - 32 , 14/01/1993
Marital Status - Married
Nationality - Indian
Passport no. - T7719508
Passport Expire - 28/07/2029
Visa Type - Company Visa

- Work and communicate with buyers, suppliers, stores and distributors
- Monitor customer warehouse inventory levels and submit comprehensive inventory report each week
- Collaborate with customers to create attractive sales floor display and making sure that our product is prominently displayed

REFERENCE

Submit upon request.

I hereby declare that the above furnished information is true to best of my knowledge and belief.