

EAMIL AUGUSTINE

SALES SUPERVISOR



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Career Objective

High-performing Sales Supervisor with a strong record of exceeding targets and leading successful teams. Skilled in strategic planning and client relationship management, with over Six years of impactful results at Al Rawabi Dairy Co. Ready to drive growth and optimize team performance as Senior sales supervisor.

Core Skills

- Strategic Sales Planning & Execution
- Team Leadership & Development
- Area Management
- Data-Driven Decision-Making
- Client Relationship Management
- Performance Metrics & Reporting
- Problem Solving & Conflict Resolution

Work Experience

SALES SUPERVISOR

AL RAWABI DAIRY CO. LLC DUBAI 2022 - PRESENT

- **Led Sales Team:** Supervised a team of 16 Salespersons and 8 Merchandisers, providing targeted coaching and training that enhanced team performance and ensured the achievement of sales goals.
- **Exceeded Sales Targets:** Strategically planned and executed sales activities, consistently surpassing monthly and annual targets, contributing significantly to the company's revenue growth.
- **Client Relationship Management:** Developed and maintained strong relationships with key clients, resulting in a high rate of customer satisfaction and repeat business.
- **Strategic Area Planning:** Designed and implemented data-driven sales plans tailored to the unique demands of the Dubai market, effectively increasing market share and client reach.
- **Performance Monitoring:** Utilized advanced sales metrics and reporting tools to track team performance, identify potential improvement areas, and implement corrective strategies promptly.
- **Training & Development:** Conducted regular training sessions to boost the skills and expertise of the sales team, leading to notable improvements in sales performance and customer handling.
- **Customer Issue Resolution:** Addressed and resolved customer complaints efficiently, maintaining customer loyalty and promoting a positive brand image.

Education

Bachelor of Hotel Management

Bangalore University

2007 - 2011

Languages

- ENGLISH
- HINDI
- MALAYALAM
- TAMIL

Personal Details

DOB	26 March 1990
Nationality	India
Gender	Male
Marital Status	Married
Visa status	employment visa
Driving License	UAE
Passport #	V2150165

Work Experience

○MERCHANDISING TEAM LEADER

AL RAWABI DAIRY CO. LLC DUBAI
2019-2022

○MERCHANDISER

AL RAWABI DAIRY CO. LLC DUBAI
2018-2019

○STORES EXECUTIVE

SAVOY GROUP OF HOTELS DUBAI
2012-2018

References

Mr. BENJADEED
Pr. HORECA Manager
AL Rawabi Company,
U.A.E
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Declaration

I affirm that the information provided above is accurate and truthful to the best of my knowledge and understanding.

Eamil Augustine
