

EAMIL AUGUSTINE

Dubai – UAE
+971528398963
eamilaugustine777@gmail.com



Career Objective

To secure a responsible career opportunity in Sales and Marketing with a reputed and progressive organization, where I can apply my diversified background and skills, enabling me to contribute towards organizational growth.

Work Experience

❖ *AL Rawabi Dairy Co. LLC Dubai, UAE*

- **Sales Supervisor** - March 2022 – Till Date
- **Sales and Merchandising team leader** - July 2019 – February 2022
- **Merchandiser** - May 2018 – June 2019

❖ *Savoy Group of Hotels Dubai, UAE*

- **Stores Executive** – October 2012 – April 2018

Academic Qualifications

- **Bachelor of Hospitality Management (BHM)**

Roles and Responsibilities:

- Organize and coordinate sales and merchandising schedules.
- Finding prospective customers and pursuing them to buy products.
- Work with sales team when closing sales (Session Endorsement).
- Idealizing the best place and way to display company products in stores.
- Track weekly, monthly, and quarterly performance and sales metrics.
- Assist sales and merchandising team to meet and exceed goals.
- Understand customer needs and offer solutions and support.
- Research potential leads from market, business directories and Web- searches.

Daily Duty:

- Keenly supervise assigned direct sales team to ensure that they adhere to set KPI'S.
- Ensure that the direct sales SOP in assigned routes, is adhered to at all times.

- Efficiently undertake and manage promotions as may be assigned by marketing from time to time and staying within allocated budgets at all times.
- Efficiently manage and supervise direct sales team allocated, ensuring optimal selling at the lowest cost per liters sold.
- To grow the product volume, value and brand equity as assigned retail, wholesale, and distributed trade chains outlets.
- Drive sales in assigned area directly (personally) and indirectly through trade developers and merchandisers and other assigned resources at.
- Monitor all invoices and evaluate all deliverables and monitor all shortages and prepare reports for appropriate personnel.
- Ensure enough availability of stocks at time of weekends with offer shops and the execution of POS materials.
- Finding every opportunity inside a shop like better display space availability, Weekend floor space availability and other opportunity that end up in good sales and less wastage.
- Providing the opportunity loss report to the sales and merchandising team on weekly basis.
- Proper allocation and execution of the allotted marketing budget for the sub area.
- Daily allocation of products per route as per market/sales forecast requirements.
- Maximize sales opportunities by analyzing reports.
- Helping the team to understand performance targets and goals.

Achievements

- Person In Charge Level-2 Training from Dubai Municipality in Merit.
- Employee of the Month in May 2012.

Personal Traits:

- Systematic and organized.
- Able to work under pressure - a calm, organized approach and able to prioritize.
- Keen Listener and Quick learner, easily fitted with any organizational culture.
- Self-motivation and confidence are my key traits.
- Time Management Skills and Efficiency in multi-tasking.
- Positive Attitude and a committed team player.
- Perpetual pursuit for excellence and perfection.

Personal Details:

Date Of Birth	: 26 th March 1990
Nationality	: Indian
Sex	: Male
Marital Status	: Married
Visa Status	: Employment Visa
Driving license	: UAE (Manual)
Passport#	: J8107791
Languages	: English (Fluent)
	: Hindi (Fluent)
	: Tamil (Fluent)
	: Malayalam (Native)

Reference:

Mr. Iqbal (sales manager at Al Rawabi Dairy Co. LLC)
+971 50 495 4279

Declaration

I, **Eamil Augustine** hereby declare that aforementioned information is true to the best of my knowledge.

PLACE: DUBAI

EAMIL AUGUSTINE