



## ROSHAN D. SHETTIGAR

### CONTACT



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**Dubai, UAE**

### ACHIEVEMENTS

- Carried out consistent career growth in Food Products while maintaining positive attitude, passion, desire for excellence, and commitment towards assigned work profile.
- Outstanding success in consistently delivering profit revenue growth through achievement of targets.
- Exercised ability to explore and improve best customer service practices and apply it in the organization.
- Experienced with supply chain department, inventory, purchasing, billing, stock audit, issue of materials, clearing invoice.

### EXECUTIVE PROFILE

Competent and goal oriented management professional with over 10 years of experience in spare parts company as store supervisor in a Saudi Arabia at Al Rabie Food Company with background in logistics operations. Core competencies in development, management, identifying client and developing effective strategies to meet or exceed business goals. Committed team player with outstanding communication, interpersonal, convincing, negotiation, decision making and time management skills. Seeking a challenging managing role within the Retail industry that will utilize gained expertise, business contacts, and useful skills.

### EDUCATION

**Pre-University Course** completed  
From Narayana Guru College, Mangalore, India

**SSLC** from Vidya High School, Mangalore,  
Karnataka, India

### WORK EXPERIENCE

**Store In charge Sterling perfumes, Dubai, UAE**

Aug 2022 to Feb 2024

**Spare parts Ware House Supervisor**

Al Rabie Saudi Foods company 2017 - 2022

**Store Executive**

Al Rabie Saudi Foods company 2012 - 2017

**Customer care Executive**

Diya Systems Private Limited 2009 – 2012

### Key Qualification

#### Supervising

- Excellent capacity to work as Profit Center Head, develop business entities and supervise team of store development, and management professionals.
- Perform effectively towards enhancing the company's image, maintaining business volume and gradually accelerating growth in terms of turnover, brand name, client base and personnel.
- Manage duties related to strategic business planning, implementation, supervision and taking necessary corrective steps against competitive markets and changing business scenarios.
- Deal with client to generate sales, strengthen client support, service and business operations.
- Keep up to date with market trends, developments, and demographics in the food products industry and exploiting this information to develop the business.

## TRAININGS

- Attended Food product machinery Workshop by Intl. food products companies.
- Total Customer Satisfaction training by Al Rabie Food Company and trained in company software.
- Proficient in MS Office ( Word, Excel & Power Point ) Internet and Email applications

## LANGUAGES

English  
Hindi  
Kannada

## PERSONAL DETAILS

Birth date : 23rd September 1983  
Marital Status : Married  
Nationality : Indian  
Visa Status : Golden Visa - 2034  
License : UAE License

## Business development

- Actively promote the business of the company to targeted or potential markets
- Gain knowledge of the organization set up and understanding of company's aims and objectives.
- Set up plans and sales strategies to develop new business opportunities and ensure business growth.
- Develop and introduce innovative ideas for the company to remain firm despite • Stiff competition and tough market conditions as well to increase the market share.
- Practice and utilize management theories together with latest technology, market information and business knowledge how to gain momentum in assigned services.

## General Management (Administration & Operations)

- Maintaining min Stock Quantity making work order.
- Dealing with procurement and suppliers, issue of materials, GRN, Clearing invoices Etc..
- Worked on Software such as WMS ( Orion ) & IFS ( Industrial and Financial Systems ) to maintain Inventory
- Create and maintain a dynamic work environment to foster development opportunities and motivate high performance among team members.
  - Resolve operational problems for the constant improvisation of workflow thereby achieve optimum productivity.
  - Liaise with other departmental managers to understand all necessary aspects and needs of operational development, and to ensure they are fully informed to objectives.

## Spare parts divisional Manager

- Streamlining efforts towards delivering good and profitability through improving commercial performance.
- Supervising the team and providing leadership towards achievement of targeted goals.
- Developing strategies and marketing initiatives: suggesting and monitoring actions plans to improve sales profitability and ensure operational efficiency.
- Monitored and controlled inventory levels in line with market needs and anticipated customer demand.
- Coordinated with Purchasing Department with regards to Quality Assurance and other specifications.
- Conferred with management on the company's strategies, objectives and ensured implementations of decision.
- Checked overall product performance, competitor products, and dealer's attitude and developed plans.
- Prepared reports on sales activities in the relevant business.
- Involved in coordination, preparation, and execution of product launches, marketing and promotion plans.