

# SANTHOSH

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VADAKARA INDIA 673507 / 9061629945

## SUMMARY

Productive employee with proven track record of successful project management and producing quality outcomes through leadership and team motivation. Works with clients to determine requirements and provide excellent service.

## EXPERIENCE

**2020-2021** FRUITS AND VEGETABLES SUPERVISOR

HALA HYPER MARKET ,MUSCAT , OMAN.

- Collaborated with team members to achieve target results.
- Prepared orders to deliver excellent presentation and quality standards.
- Planned and executed new strategies to increase sales.
- Optimised team training and staff development.
- Identified issues, analysed information and provided solutions to problems.
- Maintained clean, safe working environments to eliminate accident risks.
- Trained and mentored employees to maximise team performance.

**2011-2018** FRUITS AND VEGETABLES PURCHASER

MARS HYPER MARKET ,MUSCAT , OMAN.

- Established and maintained effective supplier relationships to obtain discounted rates for merchandise and supplies.
- Managed inventory by checking items on SYSTEM, promptly ordering low-stock items.
- Kept up-to-date on demands and requests to continue to buy relevant and required products.
- Conducted in-depth price comparisons to determine the cheapest supplier for required products.
- Researched market trends.
- Applied practical marketing concepts to increase revenue and market share.
- Evaluated ways to reduce costs and improve quality of PRODUCT though maximising sales and increasing customer satisfaction.
- Conducted TIME analysis of budgets and expenditures to determine cost reductions.
- reductions.

## **2010-2011** SALESMAN IN HEALTH AND BEAUTY

MARS HYPER MARKET ,MUSCAT , OMAN

Actively listened to customer concerns and queries.

- Developed and managed relationships with existing and prospective clients.
- Created customer-friendly sales environment.
- Maintained familiarity with existing and upcoming product lines.
- Conveyed exceptional product knowledge, enhancing sales delivery and monthly sales.

## **2009-2010** SALESMAN IN HEALTH AND BEAUTY

MARS HYPER MARKET ,MUSCAT , OMAN

- Handled customer objections with professionalism, consolidating consumer trust.
- Developed and managed relationships with existing and prospective clients.
- Maintained familiarity with existing and upcoming product lines.

## **SKILLS**

- Knowledge of products
- Problem-solving
- Marketing
- Communication skills
- Leadership skills
- Collaboration
- Customer service skills

## **EDUCATION**

1998 Certificate of Higher Education  
CLASSIC COLLEGE POOMUGAM

## **LANGUAGES**

1. ENGLISH
2. MALAYALAM
3. HINDI