

SANTOSH KUMAR SAH

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Visa Status: UAE Work Visa

Driving License: UAE Driving license



Career Objective:

To obtain a challenging sales executive position that leverages my expertise in formulating and implementing pricing policies, managing inventory, analyzing consumer trends, and ensuring exceptional customer service to drive sales growth and profitability while maintaining high standards of quality. I am eager to utilize my skills in managing staff, organizing schedules, and optimizing store displays to maximize sales and exceed customer expectations.

Qualification Summary:

- Experience of managing entire retail store as section in-charge and Duty manager for Geant Express and looking after complete responsibilities related to Order review, Filling, Ageing stock review, Supplier coordination, Store duty planning, Inventory control and reconciliation.
- Having over 6 years of experience as Merchandiser/Order taking merchandiser.
- Strong background in every aspect of management including budgeting, merchandising, scheduling and employee/customer relations.
- Wide background in human resources, office management as well as excellent vendor relations, coordination, and negotiation skills.

Professional Experience:

Name of the Organization: GMG Group UAE (Previously Urban Foods by Dubai Holding) **Designation:** Section In-Charge at Geant Store **Period:** Aug 2021 till date



Responsibilities:

- Formulate pricing policies
- Ensure pricing is correct
- Work on store displays
- Evaluate on-the-job performance
- Identify current and future trends that appeal to consumers
- Ensure merchandise is clean and ready to be displayed
- Maintain inventory and ensure items are in stock
- Keep up with fluctuating supply and demand
- Ensure promotions are accurate and merchandised to the company's standards
- Ensure standards for quality, customer service and health and safety are met
- Monitor local competitors
- Maintain store's cleanliness and health and safety measures.
- Organize and distribute staff schedules
- Help retail sales staff achieve sales targets
- Manage different departments within the store
- Handle customer questions, complaints, and issues

Professional Experience:

Name of the Organization : Abuissa Marketing & Distribution (Doha-Qatar)

Designation: Visual Merchandiser **Period:** Oct 2014 till June 2019



Responsibilities:

Handled multiple brands in various categories during my tenure in Abuissa Marketing & distribution, namely:



- **FMCG DPH:** Nivea, Fa (Henkel), Pert, Emami, Supermax Schwarzkopf.
- **Perfume:** Rasasi, Sapol, Roi, Adyan, Brute, Denim, Beverly Hills Polo Club, Police, UDV, English Blazer
- **Light House Hold:** Prestige, Lock & Lock, Pigeon, [Zojirushi](#), Thermos, Bormioli Rocco, Crystal, Arzum Okka, 3M Car Care, 3M Command, Thomaston, Nolta, Igloo, Rhythm, Sola-Netherlands, Royal Blue (private label of AIMD), EDA-France, Parex-Turkey, Papilla, Hascehver and Pinnacle
- **FMCG Food :** Ulker, Post, Del Monte, Alrifai, Kohinoor, Kwaliti, Sanbullah, Ankara, Delicio, Zelatimo, Chatoura, Hazar Baba, Gulliyan, Godiva, Pokka, Desert Delight Dates, Balarisi Honey
- Analyzing sales figures, customer's reactions and market trends to anticipate product needs and plan product ranges/stock
- Collaborating with buyers, suppliers, distributors and analysts to negotiate prices, quantities and time-scales
- Maximizing customer interest and sales levels by displaying products appropriately
- Producing layout plans for stores and maintain store shelves and inventory
- Monitoring stock movement and consider markdowns, promotions, price changes, clear outs etc
- Build constructive customer relationships and team with channel partners to build pipeline and close deals

Trainings:

- FMCG Sales Training by Abuissa marketing & distribution (Sept- 2015)
- Merchandising Concepts Winning in Modern trade by Abuissa marketing & distribution (Mar-2018)

Skills:

- Capable in working with minimal supervision
- Demonstrate good working relationship
- Social adaptability
- Good communication interpersonal skills
- Multilingual with good English, Hindi proficiency
- Proficient at MS Office

Educational Background:

Higher Secondary Education

Shree Tribhuvan Higher secondary school, Nepal (2010-2011)

Personal information:

Date of Birth : 09/10/1990
Languages known : English, Hindi Nepali
Civil Status : Un-Married
Nationality : Nepal

(Reference available upon request)