

SURESH RAI

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MERCHANDISER



Personal summery

A retail sales merchandiser, also referred to as a manufacturing sales representative, works for a product manufacturer and must sell the manufacturing's product to retail stores. Merchandisers draft sales contracts and review the demographics of the retail store to ensure that the correct of stock is ordered and provided. Furthermore, retail sales merchandisers are responsible for the marketing of their particular products within the store. This includes providing signs and determining where and how the product will be displayed on the shelf or rack. Proper product displays maximize sales and thus increases revenue for both the store and the manufacturer.

Summary of Experience

△ still working as sales merchandiser at **Tili Star Trading LLC** IN Abu Dhabi for period of December 2020.

Duties

- △ Plan and develop merchandising strategies that balance customers' expectations and company's objectives.
- △ Analyse sales figures, customers reactions and market trend to anticipate product needs and plan product ranges/stock.
- △ Collaborate with buyers, suppliers, distributors and analysts to negotiate prices, quantities and time scales.
- △ Maximise customer interest and sales levels by displaying products appropriately.
- △ Produce layout plans for stores and maintain store shelves and inventory.
- △ Forecast profits/sales and plan budgets.
- △ Monitor stock movement and consider markdowns, promotions, price changes, clear outs etc.
- △ Writing accurate & information sales reports and documentation.
- △ Contacting prospective clients by phone and email.
- △ Collecting all the information required to create a request for an estimate.

Key Skills and Competencies

- △ Good communication skills and an excellent manner.
- △ Able to sell to large and small clients.
- △ Proven experience in launching new products. Have a professional style of communication & ability to build rapport with prospective customers.

Personal Profile

- △ **Date of Birth** : 20 January 1997
- △ **Marital Status** : Single
- △ **Sex** : Male
- △ **Nationality** : Nepal
- △ **Language** : English, Hindi, Nepali
- △ **Visa Status** : Employment visa

Professional Qaulification

- △ Higher Secondary Passed In Nepal.

Skills

- △ Area covered : MS word and Computer knowledge basic.

Interest

- △ Making friends
- △ Travelling
- △ Music
- △ Reading
- △ Creativity

Declaration

I hereby certify that above information is true and correct to the best of my knowledge and ability. It will be pleasure if you will give me a chance to have an interview in your company

