



Sam P Babu

Sales Supervisor - FMCG

Contact

Address

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Skills

14 Years UAE Experience in
FMCG Sales & Supervisory Role

UAE Driving License

Computer Knowledge Basics &
MS Office Proficient

Languages

English

Hindi

Malayalam

I am an enthusiastic, self-motivated, reliable, responsible and hard working person. I am a mature team worker and adaptable to all challenging situations. I am able to work well both in a team environment as well as using own initiative. I am able to work well under pressure and adhere to strict deadlines.

Job Summary

Sales Supervisor FMCG - 7 Yrs (2016-2023)

Key Account Sales Executive FMCG - 7 Yrs (2009-2016)

Business Development executive - 3 yrs (2006-2009)

Work History

Feb. 2023 - **AWS Distribution LLC, Dubai**
Current **Sales Supervisor - FMCG**

Products Handled: (Sophina & Remo Home Care & Personal Care Products)

- Supervise and support the sales team in achieving individual and team targets.
- Provide training, coaching, and guidance to enhance sales skills and product knowledge.
- Monitor and analyze sales performance data to identify areas for improvement.
- Collaborate with the Sales Manager to develop sales strategies and action plans.
- Strong relationships with clients and distributors to enhance customer loyalty.
- Prepare sales reports and contribute to sales meetings and discussions.

Aug. 2016 – **Aal Mir Trading Co.LLC, DUBAI**
Dec. 2022 **Sales Supervisor -FMCG**

Products Handled: (Bahar Detergents Home Care Products)

- Supervise and support the sales team in achieving individual and team targets.
- Provide training, coaching, and guidance to enhance sales skills and product knowledge.
- Monitor and analyze sales performance data to identify areas for improvement.
- Collaborate with the Sales Manager to develop sales strategies and action plans.
- Strong relationships with clients and distributors to enhance customer loyalty.
- Prepare sales reports and contribute to sales meetings and discussions.

Oct. 2009- **Nestle Waters Factory H&O LLC, Dubai**
Jun. 2016 **Key Account Sales Executive -FMCG**

Products Handled: Nestle Water – (PET Bottles)

- Maintain the Merchandising Standards/ Execution as per the guidelines by the company in assigned outlet / Territory
- Open new contracts / outlets in line with company policy
- Negotiate and execute the rental agreement for Pallet Display / Floor Display / Shelf display with a minimum spend
- Ensure the delivery of the product on time through the dedicated driver
- Monitor & Supervise the daily activities of the merchandisers, Drivers & Helpers and their route planning
- Ensure the Market outstanding is collected on time with agreed credit period / credit limit.

Sep. 2006-
May. 2009

Al Abbas Group Of Companies, Dubai.
Business Development Executive

Products Handled: (Develop & KIP Photo Copiers)

- Achieve monthly target set by the Management.
- In charge of the marketing operations in the assigned Territory
- Major Products Handled: Photocopiers from Konica Minolta Business Solution, Samsung Multi Functional Copiers, KIP UK Large Format Plotters and Computer Products Desktops, Laptops & Servers (IBM, Fujitsu Siemens).
- Actively involved in giving feedback on market development and competitors' products & strategies.

Education

Apr. 1998 -
Sep. 2001

Bachelor of Commerce(B.COM)
Mahatma Gandhi University - Kerala, India.

Personal Info

Nationality : Indian
Religion : Christian
Sex / Marital Status : Male / Married

Passport & Visa Status

Passport No : V2316432
Date of Expiry : 24/01/2032
Place of Issue : Dubai
Visa Status : Employment

01/11/2023
Dubai.