

SANJAY KUMAR V S

Sales Professional

Mobile: +971581392588,

E-Mail: sanjukvs112@gmail.com

Visa status: Visit Visa

LICENSE : UAE DRIVING LICENSE



CAREER OBJECTIVE

To secure a challenging position in a reputable retail organization to expand my learnings, knowledge, and skills and to efficiently utilize the experience and skills I have gained so far, and also to make substantial contributions to the company in which I work for.

PROFILE SNAPSHOT

- **Bachelors' degree in Commerce** and having more than **4 years** of UAE experience in **Sales** and 1 year experience in Kerala as a **Sales Executive**
- **Advanced Diploma in Logistics and Supply Chain Management** from Government Polytechnic College, Nattakam, Kottayam.
- **Diploma in Tally, MS Word, Excel SITMS CAMPUS** Approved Training Centre Govt. of Kerala & Dept. of IT Govt. of India
- Responsible for ensuring the products and brands are represented effectively in stores to create a positive customer experience in the field of retail environment.

EXPERIENCE

Chemex Hygiene Concepts LLC

From Sept 2021 To June 2023

Responsibilities while working as Sales Executive

- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling.
- Expedite the resolution of customer problems and complaints to maximize satisfaction.
- Achieve agreed upon sales targets and outcomes within schedule.
- Coordinate sales effort with team members and other departments.
- Analyze the territory/market's potential, track sales and status reports.
- Keep abreast of best practices and promotional trends.
- Continuously improve through feedback
- Handled Sales in various area in Dubai, Abu Dhabi, Sharjah,

EXPERIENCE

Yaumi International Bakery Dubai

from February 2018 to August 2021

Responsibilities while working as Merchandiser and Van Sales

- During my tenure I have worked as merchandizer for the 1st year in Carrefour stores at Marina Mall and Al Saqr.
- From Second year I have been going on Van sales with the driver in Abu Dhabi and Dubai.
- Ensure all SKUs are well Sales coordinated, appropriate price point is displayed & shelf space is fully utilized to significantly increase the sales.
- Ensuring primary and secondary displays are stocked, rotated, clean and looking its best.

- Monitoring stock levels and reviewing product performance in order to identify current and future trading opportunities.
- Accurately logged all daily shipping and receiving orders.
- Helping customers with any queries they may have.
- Communicated all merchandise needs or issues to appropriate manager.
- Make sure the LPOs generated and delivery is done as scheduled, NO Out of Stock Situation of any SKU, most importantly minimize the wastage & expiry.
- Implement promotions on time and monitor the sell out and adjust the order accordingly.
- Report any competitor's activity to the Sales Supervisor / Key Account Manager.

Worked as Sales Executive in Mazhavil Mineral Water,Kerala

From March 2017 to January 2018.

Responsibilities

- Preparing reports such as Daily and monthly sales reports, Daily collection reports etc.
- Documentation both hard copy and soft copy of files including employee file, Vehicle details, Customer Details, Export files, Vender Agreements, Customer contracts etc.
- Maintain up-to-date employee holiday records.
- Maintain computer and manual filing systems.
- Handle sensitive information in a confidential manner
- Contribute to team effort by accomplishing related results as needed
- Supporting sales team to achieving their targets.
- Responsible and accountable for the leadership, training and coaching of personnel under my direct supervision.

ACADEMIC QUALIFICATION

❖ **Kerala State Board of Secondary Education , 2012**

NSS Boys High School Changanacherry

❖ **Kerala State Board of Higher Secondary Education , 2012 - 2014**

NSS Girls Higher Secondary School, Changanacherry

❖ **B.Com Finance and Taxation, 2014 -2017**

MG University Kottayam, Media Village College of Commerce, Changanacherry.

SKILLS

- Knowledge of Accounting.
- Able to perform each essential duty to a satisfactory standard.
- Ability to work well, both as an individual & in team environment.
- Strong desire to learn and work on new projects.

SOFTWARE PROFICIENCY

- Well versed with Windows, MS Office and Internet Applications.
- Basic Knowledge in Tally.

PERSONAL INFORMATION

Date of Birth: 21/08/ 1994
Gender: Male
Marital status: Single
Nationality: Indian
Languages Known: English, Malayalam, Hindi and Tamil
Address: Variyaveedu (H)
Puzhavathu, Changanacherry,
Kottayam, Kerala, India
PIN: 686101

PASSPORT AND OTHER DETAILS

Passport NO	: R0968102
Date of issue	: 20/06/2017
Expire Date	: 19/06/2027
QUALIFICATION	: Bachelor of Commerce
OVERALL EXPERIENCE	: 6 Years
RELEVENT EXPERIENCE	: Sales Executive
CURRENT LOCATION	: Dubai
VISA STATUS	: Visit visa
VISA VALID UP TO	: 06/10/2023
DRIVING LICENCE	: UAE Driving License

I declare that what I have furnished here is true up to my knowledge and belief.

Yours faithfully,

Sanjay Kumar. V.S