



SUDEEP KHARAL

To seek an active environment that will challenge me further, while allowing me to contribute to the continued Growth and success of the organization. Obtain a position that will provide me the ability to apply my sales and work experience to a growing industry. Look forward to working with a company that promotes quality products and services

PERSONAL PROFILE

Nationality:

Nepal

Marital Status:

Married

Languages:

English: Fluent

Hindi: Fluent

Arabic: Fluent

Nepali: Fluent

Visa Status:

Residence Visa

U.A.E Driving License

CONTACT DETAILS

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SKILLS AND ABILITIES

- Highly developed liaison skills
Punctual, self-motivated and job dedicated
- Has the capacity to work under less supervision
- Able to set priorities and vital decisions
can build a good rapport with different nationalities and personalities
- Team player with quick learning abilities
- Can quickly adapt to various systems and procedures
- Proven ability to work under pressure & within a tight deadline
- Ability to reach targeted goals & deal oriented

ACADEMIC PROFILE

Tribhuvan University Nepal
(2001-2003)

Diploma in commerce

HMG of Nepal (2000-2001)
School Leaving Certificate (S.L.C)

SEMINAR AND TRAINING ATTENDED

Customer Service and Quest Approaching Training Conducted by E.NOC

Cash Register Training and ruby VeriFone super system.

Food hygiene training from Safe and food tech consultants, Dubai.

Firefighting training from Visual Development Corporation.

Coffee Making – Int'l Institute of Coffee and Barista training..

Successfully completed MS Office (World, Excel & PowerPoint) from Oxford Institute, Hetauda, Nepal.

WORK EXPERIENCE

Sales Executive (Northern Emirates)

Worked in Hypermarket and Supermarket like Sharjah Coop, Al Safeer Group, Al Hooth Group, Al Maya Group, Abu Dhabi Coop, Rameez Group, Faza Store, Emarats Market, Madina Group, Emirates Refreshments Company (P.J.S.C.)

January 2023 - Present

Dubai, United Arab Emirates



- Coverage of 100% outlets on the assigned territory & trade
- 100% Productive calls should be achieved
- Achieve daily, monthly, and annual sales Targets
- Build good working relationships with customers, outlet staff, managers and purchasers.
- Research the market for related products & closely monitor competitors activities
- Maintain and develop relationships with existing customers
- Sell and Merchandise company's products to achieve sales and marketing targets and objectives as per KPIs
- Apply, follow, suggest, and develop sales area and route plan, achieve the daily targeted visits in high performance as per KPIs
- Work closely with supervisor and managers to finalize approvals within deadlines
- Get LPOs and make sure of smooth Processing and report any obstacles or changes at time
- Manage time effectively and make sure of achieving productivity target
- Make sure of planning and processing new listings as required
- Plan, suggest, act and report to increase gondolas, shelves, display faces, and every possible selling location inside and outside the outlets and push to get the superiority on competitors and act as market leader
- Plan annual and monthly rentals, promotions, events, and work closely with supervisors and managers to set and apply sales and marketing targets

Sales Representative, Van sales (Merchandiser)

Started Work as Merchandiser, then promoted to van sales

Al Seer Trading Agency

December 2011 - December 2022

Dubai, United Arab Emirates



- Covering the convenience stores Zoom, Emarat and ADNOC
- Responsible for achieving monthly sales target.
- Planning and implementing promotional activities across all product categories in the assigned territory.
- Reporting competitors' activities in the market and suggesting countermeasures to announce our brand image.
- To ensure 100% distribution of our product.
- Managing product listing and maintaining both secondary and primary display in the market.

Van Sales Representative

Kraft Heinz U.A.E

2014-2019

Dubai, United Arab Emirates



- Distributing all ranges of company products effectively as per company guidelines.
- Greater care of maximum no. of productive calls and visibility.
- Achieve the target and effective timekeeping
- Increasing the business to the maximum with given resources
- Resolve customer complaints and focus on customer satisfaction
- Greater care for merchandising the products
- Keeping track of the expiries while following FIFO
- Positioning the display stand to give visual impact
- P.O.S. material and other necessary documentation
- Check product availability and stocks with the customer merchandising the stock using proper stock rotation techniques
- Regular updates on competitor activities to the supervisor

Merchandiser

Al Seer Trading Agency

2011-2014

Dubai, United Arab Emirates



- Maintain product displays neatly and perfectly
- Ensure availability of the stocks
- Avoid expiry of goods by maintaining a good flow
- Prepare orders from time to time and maintain the supply chain
- Understand customer needs and offer solutions and support
- Work with the sales team when closing sales
- Collect correct data about competitor activities in the market
- Follow FIFO, AVP&MSL

Sales Assistant

2008-2011

Emirates national oil company (ENOC)



- Anticipation and compliance with customer needs.
- Ensuring that a particular stock appliance is sufficient enough for the day-to-day sales as per customer demands.
- Gives good choice of advice and comprehensive information about the merchandise quality, advanced features & gives discounts plus a warranty whenever possible.
- Make sure that all merchandise was in good condition upon delivery.
- Provides proper actions regarding customer complaints, suggestion & requests and uphold the quality standard and reputation of the company.

Merchandiser

Giant (Hypermarket)

2003- 2007

Dammam, Kingdom of Saudi Arabia



- Responsible for ordering and receiving stock.
- Focus on customer service Cashiering and merchandising.
- Merchandise Products as per the layout and plan-gram.
- Ensure all the O.O.S Issues are reported to Store Manager immediately.
- Handle Cash and Credit transactions using Cash Register and VeriFone Machine.