

SURAJ VINCENT

E: surajvincent4@gmail.com | M: +971 582637550 | Dubai

PROFESSIONAL EXPERIENCE

Self-motivated professional with 9+ years of experience in Sales /Key Account Management in Modern trade and in Pharmacy trade. . Proven success in developing and managing relationships with key stakeholders to drive revenue growth. Currently seeking Account Management/ Sales supervisor Position in FMCG/Pharmacy Industry to utilize my ability and achieve high sales targets and goals for the company.



PROFESSIONAL EXPERIENCE

Senior Executive

Organization : Alfaone LLC(Group of Aster DM healthcare),Dubai.

Duration : SEP 2022- till date

Responsibilities as Senior Executive handled:BOOTS,MARINA,BIN SINA & Other Major group Pharmacies

- Self-responsible for achieving sales target within a period and co-coordinating with Line Manager
- Managing the sales of diversified nutraceuticals brands.
- Negotiating contracts and BDA's with prospective clients.
- Visiting potential clients to evaluate needs to promote products and service.
- Executing Display contracts and Business Development Agreement (BDA).
- Achieving monthly KPI's - Sales availability, distribution, promotional intensity, visibility and maintain touch points.

Key Account Executive

Organization :Nutripharm, LLC Dubai.

Duration : AUG 2020 - AUG 2022

Responsibilities as Key account executive handled: Carrefour

- Self-responsible for achieving sales target within a period and co-coordinating with Line Manager.
- Regularly following up with the Store Manager, Supervisor of a particular hypermarket in reference to the order forms and L.P.O generation.
- Following up with the Merchandisers for proper display of the S.K.U's (Product Line). Guiding and Training for full utilization of the space allocated in the shelves of the hypermarket in order to remove the threat of space poaching.
- Executing Display contracts and Business Development Agreement (BDA).
- Achieving monthly KPIs – Sales, Availability, Distribution, Promotional intensity, Visibility compliance, and Maintain touch points.
- Ensuring standards of merchandising, On Shelf Availability, freshness, contract implementation etc.
- Ensuring promotions are placed in particular gondola which is allocated with full number of stocks.



PROFESSIONAL SKILLS

Market Sales Management
Negotiation & Influencing
New Business Development
Multichannel Sales
Excellent interpersonal skills
Modern trade & Pharmacy
trade Experience



COMPUTER SKILLS

MS Word
MS PowerPoint
MS Excel
MS Outlook



Int. EXPERIENCE



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Dubai, United Arab Emirates



PROFESSIONAL EXPERIENCE



PERSONAL DETAILS

Date of Birth : 26 Jun 1987
 Marital Status : Married
 Nationality : Indian
 Driving License : UAE /OMAN
 Passport Details : L1474681

Pre Seller

Organization : Masafi Co LLC, Dubai.

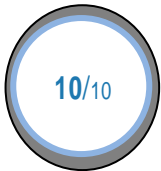
Duration : JAN 2019 - AUG 2020

Responsibilities as Pre Seller:Spinneys

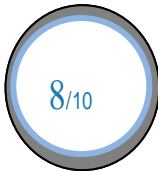
- Self-responsible for achieving sales target within a period and co-ordinating with Modern Trade Manager.
- Ensuring standards of merchandising, On Shelf Availability, freshness, contract implementation etc.
- Planning and implementing Consumer Promotions.
- Important activities like B.D.A (Business Development Agreement) Planning for secondary and primary display for hypermarket.
- Taking orders, coordinating deliveries and merchandiser journey plans.



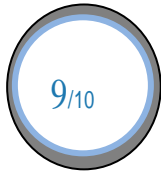
LANGUAGES KNOWN



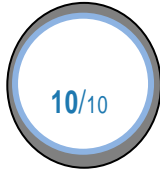
English



Tamil



Hindi



Malayalam

Sales Executive

Organization : Manjilas, India.

Duration : MAR 2016-NOV 2018

Responsibilities

- Expanding & maintaining retail network of Manjilas.
- Sales Promotion & achieve target.
- Planning Execution in Market & Regular Coverage of the stores
- Managed an extensive customer base, providing excellent customer service to clients in the follow up of the sale
- Effectively created and closed sales order.
- Follow up the payment.
- Maintain good relation with client.

Sales Executive

Organization : Noor Dubai, Oman.

Duration : NOV 2014-FEB 2016

Responsibilities

- Coordinating sales pitch and support the clients
- Negotiating with clients and develop relationship with agreement.
- Meeting with new clients and explaining and providing them fleet services
- Arranging fleets vehicles and make sure the smooth operation.
- Analyzing new changes in rules and regulations and tracking competitor's activities and providing valuable inputs for fine tuning sales & operations.
- Interacting with existing clients to maintain the long term relationship and to make the business smoother.
- Managing customer centric operations and ensuring customer satisfaction by achieving delivery timelines.



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REFERENCES

Available on request



EDUCATIONAL QUALIFICATION

2009 -2011 MSc Computer Science

From: St. Thomas College affiliated to
Calicut University, Kerala

2002-2005

BSc Electronics & Computer Application

From: Don Bosco College affiliated to
Calicut University, Kerala



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