



VISAKH P

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SUMMARY

Results-driven and dynamic professional with over 7 years of diverse experience in sales, logistics, customer service, inventory management, and the FMCG sector. Proven track record in optimizing delivery processes, driving sales growth, and building strong client relationships. Skilled in inventory control, supply chain management, and managing operational challenges to ensure customer satisfaction. Consistently exceeding sales targets and improving operational efficiency. Seeking a challenging role to leverage expertise in FMCG and drive organizational success.

KEY SKILLS

- Sales Target Achievement
- Customer Relationship
- Logistics Coordination
- Route Optimization
- Inventory Management
- Product Delivery Management
- Team Leadership & Training
- Conflict Resolution
- Client Needs Analysis
- Process Improvement
- Communication & Negotiation
- Promotional Strategy Planning
- Data Entry & Record Keeping
- Stock Replenishment
- Time Management

WORK EXPERIENCE

Pre-Seller November 2021 – July 2024
NADEC (National Agricultural Dev.CO.) | Saudi Arabia

- Ensured timely and accurate delivery of products to maintain customer satisfaction.
- Optimized logistics and reduced delivery times by effectively managing routes and schedules.
- Built strong partnerships with hotels, restaurants, and catering companies by providing tailored solutions.
- Negotiated bulk orders, increasing revenue and enhancing market share in the hospitality sector.
- Ensured product quality during transit, meeting strict customer and organizational standards.
- Analyzed customer feedback to identify improvement opportunities and implement solutions.
- Consistently achieved and exceeded monthly sales and delivery KPIs.
- Coordinated with cross-functional teams to streamline delivery processes and minimize delays.
- Resolved delivery and product-related issues promptly to ensure seamless client experiences.
- Trained and mentored new employees, maintaining high standards of service and delivery.
- Maintained detailed records of deliveries, orders, and customer interactions for operational efficiency.
- Adhered to all safety, quality, and compliance standards in product handling and transportation.

Van Sales Executive March 2018 – December 2020
Dhofar Cattle Feed. CO | Oman

- Delivered goods promptly and accurately, maintaining on-time delivery rate.
- Used advanced navigation tools to identify optimal delivery routes, reducing transit time.
- Fostered positive relationships with clients through professional and courteous communication.
- Achieved and exceeded daily, weekly, and monthly sales targets through strategic selling.
- Conducted upselling and cross-selling initiatives to maximize revenue per transaction.
- Maintained an organized and efficient travel schedule to improve operational productivity.
- Provided personalized recommendations to clients, boosting repeat business and loyalty.
- Addressed customer complaints swiftly, ensuring high satisfaction and retention.
- Worked flexible shifts, including nights and weekends, to meet customer demands.
- Ensured strict adherence to company policies and safety standards during deliveries.

Storekeeper

November 2015 – November 2017

Al Manama Hyper Market | United Arab Emirates

- Monitored and replenished stock levels to ensure uninterrupted store operations.
- Supervised and trained store staff, enhancing team performance and productivity.
- Implemented promotional strategies that increased sales during special campaigns.
- Maintained a clean, organized, and visually appealing store environment to attract customers.
- Mediated conflicts between staff and customers, maintaining a professional atmosphere.
- Reduced inventory discrepancies by implementing accurate stock-tracking systems.
- Analyzed sales trends to identify top-performing products and adjust stock accordingly.
- Ensured all products were correctly priced, labeled, and displayed for optimal customer experience.
- Maintained compliance with all health, safety, and operational guidelines.
- Enhanced customer satisfaction by ensuring smooth transactions and prompt issue resolution.

EDUCATION

Bachelor of Arts in History	2012 – 2015
Calicut University, Kerala, India	
Higher Secondary Education	2011
Board of Higher Secondary Education, Kerala, India	
Secondary School Leaving Certificate (SSLC)	2009
Kerala Board Of Public Examinations, Kerala, India	

ADDITIONAL INFORMATION

- **Computer Applications:** Microsoft Office, CorelDRAW, Adobe Photoshop
- **Languages:** English, Arabic, Hindi, Tamil, Malayalam

PERSONAL DETAILS

- Nationality: Indian
- Date of Birth: 17/10/1993
- Marital Status: Married
- Passport No.: X 9980991
- Visa Status : Own Visa
- Driving License : Valid UAE Driving License

DECLARATION

I hereby declare that the above mentioned statement is correct and true to the best of my knowledge and belief.