

VIMAL WILSON

SALES EXECUTIVE

CONTACT

+971 562657959

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vimalwilson33710@gmail.com

United Arab Emirates Dubai

SKILLS

Basic computer knowledge

Active listening

Teamwork&

Good Communication skill

Problem-solving

Sales professional

Conflict resolution skills

Recruiting and interviewing

Time management

Customer service

EDUCATION

S.D.P.Y School Palluruthy Veli

Higher secondary schools +2

2017-2018

LANGUAGES

Hindi

Tamil

English

Arabic

OBJECTIVE

To be associated with a well-established company that will provide good opportunities for my growth and career advancement. To handle challenging jobs that will enhance my analytical ability and decision making.

WORK EXPERIENCE

IN CHARGE

GRAND HYPERMARKET UNITED ARAB EMIRATES DUBAI 12/2021-Present

- Processed product returns, ensuring items were clean and resaleable.
- Maximised sales revenue through effective upselling and cross-selling of associated products.
- Marketed promotions, events and new product launches effectively, growing customer bases and revenue opportunities.
- Arranged items in favorable positions and areas of the store for optimal sales.

AREA SALES EXECUTIVE

APIS HONEY INDIA PVT LTD 02/2021-11/2021

- Keeping in contact with existing customers in person and by phone
- Making appointments with and meeting new customers
- Agreeing sales, prices, contracts and payments
- Meeting sales targets
- Promoting new products and any special deals
- Advising customers about delivery schedules and after-sales service
- Recording orders and sending details to the sales office
- Giving feedback on sales trends

SALES MERCHANDISER

Implementers Retail India Pvt Ltd (BRITANNIA INDUSTRIES) 01/2019-02/2021

- Kept track of display inventory, replenished it, and reorganized it based on available stock.
- Promoted seasonal products and trends to ensure efficient stock movement.
- Was in charge of creating aesthetically pleasing displays to highlight company products and boost sales.
- Restructured the company's merchandising standards to increase customer traffic and product exposure.
- Coordinating with designers and other members of the design team to create displays which attract customers' attention to specific products or promotions

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WORK EXPERIENCE

FIELD MERCHANDISER

Genius Consultants Ltd. In Kerala (BEIERSDORF NIVEA) 12/2017-12/2018

- Create category groups in story layout about shelving and clustering of products by type and relevance
- Coordinate labeling efforts ensuring pricing and signage may be quickly pinpointed by customers
- Review the code dates of all products and remove the expired stock
- Put up promotional material such as signs, balloons, and banners in the correct place for maximum visibility.
- Track inventory and movement of stock daily
- Create and implement innovative product displays to establish a distinctive visual theme in line with the store's branding, logo, and color schemes
- Manage markdowns and daily specials with adequate spacing and display methods

PERSONAL PROFILE

- Name : Vimal Wilson
 - Gender : Male
 - Nationality : Indian
 - Date of birth : 28/11/1998
 - Marital status : Single
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PASSPORT INFORMATION

Passport no :U2764621

Visa status : Job Visa

Issue date : 26/01/2021

Ending date : 26/01/2024

SALES STAFF

Lulu Hypermarket India Kerala 12/2016- 12/2017

- Ensure accurate labeling and pricing for all products per department directives.
 - Stock shelves, backup stores, and displays.
 - Uphold all store cleanliness and safety standards.
 - Handle all customers courteously and efficiently.
 - Identify customer needs and make appropriate recommendations.
 - Check product rotation to remove outdated products.
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