




AJMAL A K


SALES MAN




 Male

 11/01/1999

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 DUBAI, UAE

SKILLS

- Thorough knowledge of the products or services.
- Flexible and able to adjust based on different customer personalities, situations, and objections.
- Effective verbal and written communication.
- Keeping track of leads, sales records, and customer information in an organized manner helps streamline the sales process.

ADDITIONAL INFORMATION

- Language
English, Hindi, Malayalam
- Computer
Word, Excel, Powerpoint

OBJECTIVE

Seeking a dynamic and challenging role in an office environment where I can leverage my organizational and administrative skills to contribute to the efficient operation of the team, while continuously enhancing my professional growth and delivering exceptional results.

WORK EXPERIENCE

- MARKAZU SAQUAFATHI SUNNIYYA, KOZHIKODE, KERALA

PURCHASE ASSISTANT

FEB-2021 - SEP-2023

-Negotiated supplier contracts to secure favorable terms.-Managed inventory levels to ensure on-time delivery of essential goods and minimize stock outs.-Conducted market research to identify cost-effective sources for food ingredients and raw materials.-Collaborated with suppliers to maintain quality standards and resolve supply chain issues.-Establish and enforce quality standards for purchased goods.- Maintain accurate records of procurement transactions, including purchase orders, invoices, receipts, and contracts.-Identify and mitigate risks associated with supply chain disruptions, including shortages, transportation delays, and supplier reliability issues.

- SKS STORE, WHOLESALE AND RETAIL, KOZHIKODE

MERCHANDISER

NOV-2019 - JAN-2021

-Monitor inventory levels to ensure that products are in stock and readily available to meet customer demand.-Implement inventory control measures to optimize stock levels, including ordering and replenishing stock as needed.-Communicate with suppliers and vendors regarding product availability, deliveries, and quality issues.-Build and maintain positive relationships with suppliers.

EDUCATION

- HIGHER SECONDARY

PLUS TWO

May 2015 - June 2017

--- Humanities