


MUBARAK A

mubaraksjnsinu@gmail.com

Mob: +971 528589644

 +919061003120

Date of Birth: 31/05/1985

Visa Status: Visit Visa



Professional Summary

Results-driven Purchaser with extensive experience in procurement, sales, and merchandising within the FMCG sector. Adept at building supplier relationships, negotiating contracts, and optimizing purchasing strategies to drive business growth. Proven ability to manage inventory, analyze market trends, and ensure timely product availability to meet business objectives.

Work Experience

Purchaser

Shameena Trading LLC | March 2024

- Managing procurement operations by identifying cost-effective suppliers and negotiating favorable terms.
- Ensuring timely procurement of goods while maintaining quality and compliance with company standards.
- Developing strong vendor relationships to improve product availability and pricing.
- Monitoring market trends to make informed purchasing decisions.
- Coordinating with internal departments to streamline procurement processes.

Sales Representative

Bin Zagar Company (Under Unilever) | January 2015 - November 2022

- Developed and maintained strong client relationships to achieve sales targets.
- Conducted market analysis to identify sales opportunities and trends.
- Delivered product presentations and provided excellent customer service.
- Collaborated with the merchandising team to optimize product placement.
- Achieved and exceeded sales quotas through effective sales strategies.

Merchandiser

Bin Zagar Company (Under Unilever) | October 2010 - December 2014

- Ensured optimal shelf presence and visibility of products in retail outlets.
 - Coordinated with store managers to implement promotional activities.
 - Conducted inventory checks and maintained stock levels to prevent shortages.
 - Analyzed sales data to make recommendations for product positioning.
 - Assisted in product launches and special promotional events.
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Skills

- Procurement & Vendor Negotiation
 - Inventory Management
 - Sales & Business Development
 - Market Analysis & Trend Forecasting
 - Customer Relationship Management
 - Merchandising & Retail Operations
 - Contract Negotiation
 - Team Collaboration & Leadership
 - Excellent Communication Skills
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Languages

- **English** (Fluent)
 - **Arabic** (Fluent)
 - **Hindi** (Fluent)
 - **Malayalam** (Fluent)
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Education

- Board of Higher Secondary Examination | *Kerala, India – 2002*
 - Secondary School Leaving Certificate Examination / *Kerala, India – 2000*
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References

Available upon request.