

CURRICULUM VITAE

MOHAMED HUSSAIN.S

Application for Van Sales,Merchandiser



CONTACT & PERSONAL DETAILS

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Educational Qualification:

S.S.L.C (Tamil Nadu, India)

Date of Birth:

10th April 1982

Passport Details:

Passport No:U9099835

Expiry : 27.07.2031

Visa Status:

nil

PERSONAL SKILLS

- ❖ Highly efficient, dedicated, and industrious
- ❖ Self – motivated, fast learner and highly initiative.
- ❖ Broad range understanding And expertise of monitoring company's financial performance.
- ❖ Excellent analytical and problem solving skills.
- ❖ Good interpersonal and Relationship building skills.
- ❖ Team player with the ability to work independently.
- ❖ Good written and oral communication skills.

OBJECTIVE

To obtain a challenging post at your reputable organization that will utilize my professional experience to contribute to the organizations that can provide a challenging career and Stimulating environment where I can further explore my capabilities and strength. Moreover, I would like to have an opportunity to prove my commitment and dedication to my work.

WORK EXPERIENCE

2017 – 2019	Sales Man Emirates Food Company.co.llc, Abudhabi, U.A.E
2012 - 2016	Sales Man National Food products company., Abu Dhabi U.A.E.
2006 - 2012	Sales Merchandiser National Food products company., Abu Dhabi U.A.E.

Job Description & Duties, Responsibilities

- Travel within sales territory to meet prospects and customers
- Conduct calls and face-to-face meetings with customers daily
- Build and maintain relationships with new and repeat customers
- Maintain records of all sales leads and/or customer accounts
- Educate customers on how products or services can benefit them financially and professionally
- Sell the company's products or services to customers within given territory
- Monitor the company's industry competitors, new products, and market conditions to understand a customer's specific needs
- Work closely with marketing department to help build the brand
- Routine Sales Call Cycle for Existing Retail Listing.
- Present New Product Introductions/Presentations to retail partners.
- Process and Follow up on all orders as necessary.
- Coordinate demos and trainings as necessary.
- New store opening and store reset support for Natural Food and Specialty Retailers.
- Merchandising and Retail Support for accounts as directed by the Sales Manager.

- Maintain stores sets/testers/merchandising units/displays/product literature as warranted.
- Work with Sales Manager to conduct broker trainings.
- Utilize market data (rankings, sales trends, etc.) to improve placement and retail support.
- Develop relationships at store, wholesale and manufacturer level.
- Support the Team with support for trade shows and special events as necessary.
- Communicate with Sales Manager regarding sales issues/objectives.
- Communicate with Vendor Partners a minimum of 15-20 communiques per week.
- Be courteous and a responsible driver at all times.
- Always ensure that comply to the company's safety and security procedures
- Record movement goods using barcode scanners
- Prepares orders by processing requests and supply orders in delivery area
- Help Assistant for upload and unload goods
- Help forklift driver to upload and unload goods
- Always be ready and standby at store during free time
- Prepare and complete orders for delivery or pickup according to schedule
- Perform inventory controls and keep quality standards high for audits
- Keep a clean and safe working environment and optimize space utilization in vehicle
- Complete diary logs into inventory & Report any discrepancies
- Communicate and cooperate with Managers and coworkers
- Follow quality service standards and comply with procedures, rules and regulations

KEY SKILLS & CORE COMPETENCES:

- Proven working experience as a Merchandiser & Driver
- Great Knowledge of U.A.E Routes & Roads
- Excellent driving record of license / insurance
- Good organizational and time management skills
- Highly creative with experience in identifying target audiences and devising campaigns that engage, inform and motivate
- Up-to-date with the latest merchandising trends and best practices
- Excellent verbal and written communications skills
- Strong listening, presentation and decision making skills
- Highly efficient at adapting to stressful situations.
- Ability to work group Environment. Ability to make sound decisions in pressure situations.
- Demonstrated ability to work with supervision.
- Friendly and engaging personality with Team.
- Comfortable working with members of the public.
- Excellent analytical and problem-solving abilities.
- Multi-tasking within a fast-paced organization

I hereby declare that the abovementioned information is true and correct to the Best of my knowledge and belief.

MOHAMED HUSSAIN
