

JABIR

PULPRAYAKATH

Sales & Operations Manager



CONTACT

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- Sharjah-UAE

EDUCATION

BACHELOR OF BUSINESS ADMINISTRATION UNIVERSITY OF CALICUT

2016 - 2019

- Graduated in Business.

MASTER OF BUSINESS ADMINISTRATION GYAN VIHAR UNIVERSITY

2019 - 2021

- Post Graduated in financial planning and analysis

MASTER OF BUSINESS ADMINISTRATION IGNU -UNIVERSITY

- Post graduate in operations management - doing

SKILLS

- Strategic Planning
- Supply Chain Management
- Team Leadership
- Financial Acumen
- Problem-Solving
- Vendor Management
- Quality Control
- Analytical Skills

LANGUAGES

- English
- Hindi
- Malayalam

PROFILE INFO

Dynamic Operations and procurement Manager with 2.5 years in the FMCG sector, excelling in supply chain management, inventory control, and strategic planning at a leading UAE company. Known for boosting efficiency, cutting costs, and enhancing distribution while upholding quality. Skilled in crafting operational strategies, streamlining workflows, and building strong relationships with suppliers and customers. Leads teams to meet goals and champions continuous improvement, using analytical insight to navigate market trends for business growth..

EXPERIENCE

SALES & OPERATIONS MANAGER

SUPERIOR GENERAL TRADING LLC

ABU DHABI- UAE

2022- present

- Spearheaded the sales and operational functions of a leading FMCG distributor, managing the end-to-end supply chain for international products across the UAE market.
- Orchestrated the import process from manufacturing countries, ensuring seamless stock intake, compliance with international trade regulations, and efficient distribution within the UAE.
- Drove operational excellence by optimizing supply chain processes, significantly enhancing inventory management, and reducing operational costs without compromising on quality or delivery timelines
- Developed and implemented strategic plans to expand the distribution network, successfully increasing market penetration and achieving a consistent growth in sales volume year-over-year.
- Fostered robust relationships with global suppliers and local retailers, enhancing the company's market position and ensuring a diverse and competitive product portfolio.
- Led a cross-functional team, promoting a culture of continuous improvement, operational efficiency, and excellence, resulting in a measurable increase in employee productivity and team cohesion.
- Utilized data-driven strategies to forecast market demand, adjusting inventory and operations accordingly, minimizing stockouts and overages, and ensuring high levels of customer satisfaction.

TECHNICAL SKILLS

- Tally
- MS Word
- MS power Point
- MS Excel
- ERP
- Quick Book

PERSONAL DETAILES

Date of Birth -28/01/1997
Nationality - Indian
Gender - Male
Visa Status -Residence Visa

EXPERIENCE

ACCCONTANT AND ADMIN ASSISTENT AL BUSTAN MODERN ENTERPRISES OMAN -2021 (6 MONTH)

- Provided comprehensive administrative support to project managers and the engineering team, streamlining office operations and enhancing productivity within a fast-paced construction company environment.
- Managed a wide range of critical documents, including contracts, project plans, and compliance paperwork, ensuring accuracy, confidentiality, and easy access for all stakeholders.
- Coordinated schedules, meetings, and appointments for senior staff, optimizing time management and facilitating smooth communication between departments and with external partners
- Maintained and updated company databases, ensuring accurate and current information was available for decision making and operational efficiency.