

# ARUN PANDIYAN KANDHASAMY

## SALES EXECUTIVE

### Sales Executive with 4 Years of Experience :

Proven track record in driving sales, providing excellent customer service, and managing inventory in a fast-paced hypermarket environment. Skilled in product merchandising, team collaboration, and resolving customer issues to ensure a positive shopping experience.



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Hamdan Street, Abu Dhabi, United Arab Emirates



## WORK EXPERIENCE

### SALES EXECUTIVE

#### Nada Happiness Trading LLC

08/2022 - 08/2024

Al Ghubra, Muscat, Oman

##### Achievements/Tasks

- Consistently achieved and exceeded monthly sales targets through strategic planning and effective sales techniques.
- Enhanced customer loyalty by delivering personalized service and maintaining long-term relationships with key clients.
- Improved product visibility and sales by optimizing store layout and ensuring attractive product displays.
- Conducted regular inventory checks to maintain stock levels and avoid shortages, resulting in smoother operations.
- Supported inventory management, ensuring products were adequately stocked and displayed according to company standards.

### SALES EXECUTIVE

#### Reliance SMART Superstore

03/2020 - 04/2022

Coimbatore, Tamil Nadu, India

##### Achievements/Tasks

- Collaborated with the marketing team to plan and execute promotional campaigns, resulting in increased sales during key periods.
- Implemented customer retention strategies, such as personalized offers and loyalty programs, leading to a significant increase in repeat customer purchases.
- Assisted in sales forecasting and budgeting by analyzing historical data and aligning goals with budgetary requirements.
- Gathered customer feedback and worked with management to implement changes, enhancing overall store operations and customer experience.
- Streamlined sales processes by introducing new technologies, reducing transaction times, and improving service efficiency.

## EDUCATION

### B.E (Electrical and Electronic Engineering)

#### Infant Jesus College of Engineering

08/2011 - 04/2015

Thoothukudi, TamilNadu, India

## SKILLS

Customer Service: Proficient in addressing customer inquiries and complaints, ensuring high levels of satisfaction.

Product Knowledge: Comprehensive understanding of product lines, promotions, and merchandising techniques.

Inventory Management: Experience in monitoring stock levels, managing orders, and conducting inventory checks.

Sales Strategies: Adept at developing and executing sales strategies to meet and exceed sales targets.

Sales Reporting: Expertise in preparing detailed sales reports and analyzing data to identify trends.

## HONOR AWARDS

Awarded Employee of the Month in 2023 for consistently meeting and exceeding sales targets, demonstrating exceptional performance and dedication.

Nada Happiness Trading LLC

## LANGUAGES

Tamil

Native or Bilingual Proficiency

English

Native or Bilingual Proficiency

Hindi

Full Professional Proficiency

Malayalam

Full Professional Proficiency

Arabic

Elementary Proficiency

## PASSPORT DETAILS

Passport No: S4967763

Expiry Date: 09/09/2028

Place of Issue: Madurai, Tamil Nadu, India