

# **SURESH ANAGANDULA**

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## **PROFESSIONAL SUMMARY**

- I Am a Friendly and Outstanding Merchandiser with A Passion for Retail and Business. My Studies and My Previous Work Experience Have All Been in These Areas, And I Am Currently Looking to Progress My Career in A More Challenging Role.
- I Have Excellent Communication Skills Which Enabled Me to Build Strong Relationship with Customers, Colleagues and External Suppliers.
- I Have Previously Managed Number of Stores to A Successful Outcome, And I Have the Excellent Ability to Supervise, Manage and Motivate Other Team Members.
- I would love to work in a busy and rewarding environment, which values team work, creativity and presentation, where I will be able to fully utilize my talents and abilities.

## **EDUCATION**

- **B.SC FROM RAMAKRISHNA DEGREE & PG COLLEGE PASSED WITH 69.94% AT JAGITHYAL (2010-2013).**
- **INTERMEDIATE FROM TRINITY JUNIOR COLLEGE PASSED WITH 79.40 % AT KARIMNAGAR (2007-2009).**
- **SSC FROM ZILLA PARISHAD GOVT. HIGH SCHOOL BOARD OF SECONDARY EDUCATION – KOLVAI PASSED IN THE YEAR 2007 WITH 76.50 %.**

## **TOTAL WORK EXPERIENCE: -**

- Currently Working for **AL GURG SMOLLAN (UNILEVER)** as a **MERCHANDISER** located at Abu Dhabi Branch **from June 2017 to till date.**

## • **WORKING SKILLS & RESPONSIBILITY**

- ✓ Maintain customer relationships by visiting with Store Managers, Department Managers & employees. Answering their Questions, Responding to special requests, Describing product features & Solicit orders.
- ✓ Determine call Schedule by reviewing priorities with Supervisor.
- ✓ Discussing special Instructions, Product Promotions, and New Products & Price Changes as per the market supply chain demands.
- ✓ Consulting clients after sales or contract signings to resolve problems & to provide ongoing support.
- ✓ Travel from one store to another in surrounding area depending on client contracts on a daily basis.

- ✓ Provide optimum store presentation by observing displays of company products, removing damaged or freshness dated products.
- ✓ Provide customers with product samples & catalogs.
- ✓ Check stock levels & reorder merchandise as necessary.
- ✓ Plan, assemble & stock product displays in retail stores or make recommendations to retailers regarding product displays, promotional programs & advertising.
- ✓ Negotiate with retail merchants to improve product exposure, such as shelf positioning & Advertising.
- ✓ Planned routing to see 90% of customers over sales cycle report daily by handheld device downloaded onto device & via weekly mileage & expense reports.
- ✓ Ensure product date is neat & effective.
- ✓ Audit Inventory by restocking shelves with product from backroom / warehouse.
- ✓ Monitoring Inventory Levels with work issued scanner & through visual inspection.
- ✓ Promoting Store Management to reorder when levels appear low.
- ✓ Arranging for return & credit for damaged products.
- ✓ Complete call report by observing display & pricing of competitors products.
- ✓ Use of constant communication via email through work issued iPad & Software.

## **KEY SKILLS AND COMPETENCIES**

- ✓ Good communication skills.
- ✓ Forecasting sales and future product trends
- ✓ Production of layout plans using planogram software
- ✓ Product pricing negotiation
- ✓ Vendor management
- ✓ Efficient and effective communicator
- ✓ Analysis of best-selling products
- ✓ Quality assurance
- ✓ Managing and training junior staff members
- ✓ Diligent and detail-oriented
- ✓ Excellent working knowledge of all Microsoft Office packages.

## **DRIVING LICENSE DETAILS**

- ✓ License no : 2715239.
- ✓ Place of issue : ABU DHABI
- ✓ Date of issue : 11-10-2021
- ✓ Date of expiry : 26-09-2028
- ✓ License type : LIGHT VEHICLE

## **PERSONAL DETAILS**

- ✓ Passport no : U 0879880.
- ✓ Place of issue : ABU DHABI.
- ✓ Date of issue : 19-05-2021.
- ✓ Date of expiry : 18-05-2031.
- ✓ Visa status : EMPLOYMENT VISA.
- ✓ Languages known : English, Hindi, Telugu.

## **DECLARATION**

I hereby declare that all the information provided is authentic to the best of my knowledge.

**SURESH ANAGANDULA**