Ramdas

Ramdas.283853@2freemail.com

**CURRICULUM VITAE**

**Objectives&Strengths**

**Seeking a senior sales position where my experience and skills be utilized effectively for increasing profit and product sales volume by creating a dynamic team.**

**My ambition and enthusiasm have enabled me to represent some of the best-known products to national retailers. I am eager to use my experience and skills to build strong customer relationships for my employer’s brands and to progress within the business**

* **In-depth knowledge of the UAE FMCG market– Modern Trade/General Trade and Down Trade**
* **Home & Personal Care, Food, Beverages, commodity trading and Horace business**
* **Thorough knowledge of store standard& category management.**
* **Able to give on the job training to subordinates with patience.**
* **Presentation skills**
* **Positive approach to changes.**
* **Time management**
* **Personality development skills**
* **Planned & systematic way of operations**
* **Effective selling skills and creative thinking**
* **Problem solving and decision making.**
* **Strong & effective Negotiation Skills**
* **Customer service**
* **Well- informed about the health and safety requirements of an organization.**

**Present Employment**

**Self-employed, engaged with managing an event management company ‘The Fusion Event Organizers–Dubai’.Conducting events for clients such as Hospitality Services, Wedding Parties Organizing and Entertainment Services like Filming, Musical Bands and other Visual Art Festival etc.**

**Employment History( work experience of 27year in UAE since 1986, which is briefed below)**

**With ‘AL GURG UNILEVER – DUBAI’ (20 years of service from 1994 to 2015)**

**Worked with ‘AL GURG UNILEVER – DUBAI in the FMCG General Trade sales in the following positions:**

**As Merchandiser; Van Salesman; Preselling Executive; Self Service Executive; Team Leader for Northern Emirates.**

**Sales Merchandiser:**

**In Sept 1994 joined as Sales Merchandiser with Al Gurg Unilever covering all the AB class outlets in Dubai, focusing on Unilever Products, Al Gurg’s agency division and horeca. Attained thorough knowledge of channel strategy and perfect store activities in stores.**

**Van Salesman:**

**From Jan 1995 to June 1998 performed as Van Salesman to sell Unilever Home/Personal Care products. Area covered is Dubai, Sharjah, Ajman &UAQ with a total of more than 180 accounts. Achieved a good customer relation and a perfect cash/credit van operation job.**

**Preselling Executive:**

**In 1998 July, I was assigned with a new project ‘Single Window Project’ in which I was doing preselling for the total portfolio of Al Gurg Unilever in a more widened area and outlets coverage. I was handling Home/Personal Care products, Agency line, Food and Walls Ice-cream.**

**Self Service Sales Executive:**

**In year 2002,I was promoted as Self Service Sales Executive covering modern trade accountsand AB classes of outlets in Dubai, Sharjah and Ajman, with a coverage of 45+ productive outlets. Obtained a fair knowledge of selling skills with more complicated customers and multiple trade deals in this area.**

**Team Leader for Northern Emirates:**

**From 2007 May I was transferred to Northern Emirates with Fujairah being my headquarters. I was covering the major self service and wholesale outlets in Fujairah, Dibba, Korfakkan, Kalba& Dhaidalong with the commercial activities and the total management of the sales office in Fujairah.**

**From 2009 till 2014 Dec, I was the team leader for the Northern Emirates shouldering responsibility of the total business of Fujairah and Ras Al Khaimah, leading a team of 10 + members. I was reporting to the sales manager in connection with the business development of total channels like Van Sales/ Groceries, Self Service, Wholesale, Out of Home and Horeca of Fujairah & Ras Al Khaimah.**

**TRADING & DEVELOPMENT EST – ABU DHABI**

**5 YEARS FROM 1988 TO 1993**

**Served for ‘National Trading & Development Establishment’ in their Smokers Centre Division in the following positions:**

**As Indoor Salesman;Merchandiser;Branch in-charge**

**Indoor Salesman:**

**Started my job in the above firm as an Indoor Salesman where my duties were to attend thecustomers gently and sell Smokers Centre trading products such as Cigars, Tobacco, Cigarettes, Smoking Accessories, Jewelry and other gift items.I was responsible for the maintenance of the stocks and sales of my section. Well experienced in dealing with different nationalities.**

**Merchandiser:**

**At the same time I was given an additional responsibility of merchandising products of National Trading and developing in their confectioneries division.**

**Branch in charge:**

**As a Branch in charge of Smokers Centre outlet I was responsible for the business development of the branch. I was handling cash, accounts, proper maintenance of the total stock in hand, leading the sales teamto achieve the target and maintain the standard of the showroom. Moreover, a vital role in the annual stock taking which occurs in the month of March every year.**

**MECHANICAL & ELECTRICAL COMPANY – ABU DHABI**

**3 YEARS FROM 1986 TO 1988**

**Worked with IMECO who did the outsourcing for ADNOC group of companies-- in the following positions:**

**As Typist clerk “Secretary”Coordinator**

**I was doing all office work like typing/telex operation and other clerical works in the Sales Department of National Chlorine Industry Umm Al Nar – Abu Dhabi. I was performing the job of office secretary to the sales manager and was responsible for the sales co-ordination with clients.**

**Four years of service in India:**

**LABORATORIESPVT LTD MADRAS FROM 1982 TO 1984**

**Startedmy career with ‘Apex Laboratories’ as Pharmaceutical Representative --itsHeadquartersbeing Quilon, Kerala. Responsible for the business development of the entire area. Main clients being physicians and pharmacists.**

**MOTI MAHAL - MANGALORE FROM 1984 TO 1985**

**Worked with Hotel Moti Mahal (a three star hotel) in the front office department as Receptionist, Cashier, Telephone operator & Night Auditor. Responsible for the entire front office activities and cash collection and tallying of all the other departments in the Hotel.**

**HILTOP - MANGALORE FROM 1985 TO 1986**

**Worked with Hotel Hilltop(a three star hotel) as Hotel Sales Executive. In this position I was assignedwith the duty of canvasing clients for the development of the hotel business.**

**PERSONAL INFORMATION**

**Date of Birth : 05.06.1959**

**Nationality : Indian**

**UAE Driving license : Valid till 28.04.2018**

**Visa Status : Residence visa valid till 13.04.2018**

**Education &Training courses undergone are:**

**Passed B.com in second division in the year 1982 from Delhi Commercial University**

* **1994 - Aptech computer education.**
* **1995 - A course in ‘selling skills’ from center for Creative Thinking conducted by Mr. Sam Sami Nathan**
* **2002- A workshop in ‘Problem Solving and Decision Making’ conducted by ‘IDEAS’ by Dr.Sunil Gupta.**
* **2003 - ‘Principled Negotiations Skills Program’ –conducted by Mr. Osama Mansour.**
* **1999 & 2003 - Courses in ‘Defensive Driving’from Emirates Driving Institute & National Training Institute.**
* **2014 – Course in PMA, Public speaking & Effective Communication Skills**