**SAJAN**

[**SAJAN.331324@2freemail.com**](mailto:SAJAN.331324@2freemail.com)

**--------------------------------------------------------------------------------------------------------------------------------------------------------Professional summary**

Experienced Sales & Retail professional who excels in fast-paced environments. Extensive experience in store management, purchase, customer service, merchandising, POS systems. And a passionate leader who develops highly motivated teams through mentoring and superior communication.

**Skills**

Inventory management Problem-solving skills

Up selling Excellent customer service skills

Product and Market knowledge Store displays

Leadership Quality Dedicated team player

Flexible & Adaptable Document Controller

Task oriented Multi tasking

**Work history**

**Merchandiser Team leader - Enhance UAE. W.J. Towell Co. LLc. (09/2015 – 09/2016).**

* Maintained knowledge of current sales and promotions, policies regarding payment and exchanges and security practices.
* Reviewing sales performance, aiming to meet or exceed targets.
* Attending team meetings and sharing best practice with colleagues.
* Negotiating the terms of an agreement and closing sales.
* Contributed to team success by exceeding team sales goals by 10%

**Team Leader Merchandise – Eazy Mart Sharjah. GULF HYPERMARKET OMAN, MARS HYPERMARKET OMAN (06/2012 -** 08**/2015)**

* Organized racks and shelves to maintain the visual appeal of the store.
* Trained and supervised new sales associates and Assessed employee performance and developed improvement plans.
* Motivated staff to exceed quotas on a regular basis.
* Met deadlines by proactively managing individual and team tasks.
* Gathered and reviewed customer feedback to improve operations.
* Reordered inventory when it dropped below predetermined levels.
* Examined merchandise to verify that it was correctly priced and displayed.
* Increased profits through effective sales training and troubleshooting profit loss areas

**Sales - Alpha flight Services Sharjah International Airport 10/2010 – 08/2011**

* Engaged with customers in a sincere and friendly manner.
* Responded to customer questions and requests in a prompt and efficient manner.
* Updated computer inventory listings.

**Store cum Floor In Charge - POOJA HYPERMARKETS Kerala India (07/2007 – 10/2010, 08/2011- 06/2012)**

* Responsible for all the purchasing and store related activities such as LPO, receiving goods, maintaining proper stocks and availability of product.
* Responsible for the entire floor displays.
* Responsible for the Staff grooming, Schedule, and Cleanliness.

**ACHIEVEMENTS**

Selected as the Best performer of the period between 2016 Jan – March in WJ Towell.

Employ of the month 8 times in 2yrs (June 2012 – July 2014) in Mars international llc.

**Education**

BSc Zoology - SREE NARAYANA COLLEGE, Varkala, INDIA 2007

Plus Two - St Joseph's HSS, Anjengo(Board of Higher Secondary Examination)2003

SSLC - St Joseph's HSS, Anjengo (Board of Public Examination, Govt of Kerala) 2001

**PROFESSIONAL CERTIFICATIONS**

BTEC Higher National Certificate of AVIATION, HOSPITALITY& TRAVEL MANAGEMENT from FRANKFIN Institute of Air Hostess Training, Trivandrum, 2008.

In flight training certificate from Jet Airways India.

Swimming Certificate from Sports Authority of India (Lakshmibai National College of Physical Education).

First Aid Provisional Certificate from St John Ambulance, Tamil Nadu, India in the year of 2008.

Basic computer operation of MS Office.Familiar on Travel and Hotel Reservation software (GALILEO & FIDELIO).

**HOBBIES & INTREST**

Listening Music, Swimming and Playing Cricket

Languages Known: English, Hindi, Tamil & Malayalam

***Declaration:***

I hereby declare that the above mentioned particulars are true to the best of my knowledge and belief.