AYOOB

AYOOB.333254@2freemail.com



**Career Objective**

To add value to organization with the help of my adaptability and grasping power & to enhance my professional skill set in accordance with organizational objectives.



**Experience**

**KRC FOOD INDUSTRIES LLC. , -** Dubai *September 2015 to till Date*

**Sales Supervisor**

Oversees Execution of marketing plans

Create and execute campaigns & promotions

Identify marketing needs & highlight to other teams within marketing department Educate clients on existing programs

Meet monthly business target

Product launch, product growth tracking.

**KRC FOOD INDUSTRIES LLC. , -** Dubai April 2014 to Sep 2015

**Key Account Executive**

Discussing and implementing the promotions in Key Account Markets

Dealing with Carrefour outlet Managers for applying outlet wise promotions. Product Sampling with Promoter in Major Outlets

Managing the all Merchantiser and Sales executives. Improve interface between company & client

**Dealing Key Groups:**

1. Carrefour Hyper Markets, Express Markets
2. Union Co-Op Society
3. RAK Co-Op Society
4. Al Safeer Group
5. Ansar Group
6. Al Ashwaq Group ( Ras Al Khaimah )

**FINEWAY INTERNATIONAL TRADING. LLC,** Dubai Nov 2011 to March 2014

**Sales Representative**

Business / Account Development

Opening new Clients ( B & C class Markets ). Product launch, product growth tracking

Cross support for sales force

**METRO FOODSTUFF TRADING Est.,** Abu Dhabi September 2005 to December 2010

**Van Sales**

Purchasing & supplying all kind of Rice, Oil, Pulses and Spices from various companies.

**Total Deal Brands and Products in last 10 Years.**

|  |  |  |
| --- | --- | --- |
| **a.** | **Kaula Pulses, Spices, Rice , Oil** |  |
| **b.** | **Edimate Rice** |  |
| **c.** | **Falak Basmati Rice** |  |
| **d.** | **Malabar Taste Spices** |  |
| **e.** | **Milma Ghee** |  |
| **f.** | **Sunbul Basmati Rice** |  |
| **g.** | **Kwality Rice & Oil** |  |
|  |  |  |
| **Education** |  |  |
| **Secondary School Leaving Certificate** |  |
| **Pappinisseri Pancayath High School** | **March 1995** |
| **Pre-Degree Completed in Calicut University** | **June 1997** |
| **Deploma in Material Management** |  |
| **Govt. of India** | **March 2004** |



**Software**

Formation and Installation of all kind of Operating System ( Windows )

All Microsoft software knowledge: Word, Excel, Power Point, Outlook, etc… Editing the Image, Videos and Audio

Tally Accounting Software from 6.3 to ERP 9 series



**Languages**

English Hindi Arabic

Malayalam



**Personal Details**

|  |  |  |  |
| --- | --- | --- | --- |
|  |  |  |  |
|  | Date of birth | : | 22nd November 1976 |
|  | Nationality | : | Indian |
|  | Marital Status | : | Married |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |



**Declaration**

I do hereby declare that the information mentioned above is true to the best of my knowledge & belief.

|  |  |  |
| --- | --- | --- |
| Place:Dubai |  |  |
| Date: 01-01-2017 |  |