**Jacob**

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**Applying For Suitable Sales/Marketing Position**

**Career Objective**

* To excel in Marketing profession and to grow and contribute, thus becoming a true asset to the organization and thus paving the way towards self-actualization.

**Profile Summary**

* 2o years of Experience in FMCG Sector in UAE
* Proficient in MS Office
* Holding a valid UAE Driving License

**Areas of Expertise**

* Wholesale and Retail Sales
* Customer Relationship
* Market Implementations and Executions
* Cash and Credit Sales
* Computer and Numeric Skills
* Inventory Management

**Personal Traits**

* A good Team Worker - Dedicated and Hardworking - Positive Attitude
* Self Motivator - Ability to Multi-task - Communication Skills

**Educational Qualification**

Secondary Education Secondary School Leaving Certificate Thodupuzha, Kerala 1980-1981

Pre-Degree Calicut University Kerala 1981-1983

Degree Calicut University Kerala 1983-1986

**Computer Knowledge**

* MS Word | Excel | Power Point
* Internet Explorer | Email

**Professional Experience**

* **Sales Representative** **AL Aqili Distribution LLC April 1994- Nov. 2014**
* **Sales Representative W J Towels LLC November 2014 – till date**

**Al Aqili Distribution LLC –**is one of the top FMCG distribution house in UAE dealing with International conglomerates like California Garden, Foster Clarks, Savola, Americana, Supermax, Lotte, Tetley, Tata Tea, Gulfa, Etc.

**BRAND HANDLED**

-California Garden, Foster Clarks and Savola, Etc.

**Job Responsibilities**

* Business Development- Ensuring proper distribution of the brand across retail outlets, and thereby maximizing the volumes in sales in the Northern Emirates.
* Ensuring proper stock availability with the retail trade.
* Execution of displays and promotional activities to improve the brand and consumer awareness.
* Coordinating and assisting in effective utilization of POS materials.
* Monitoring competitor’s activities and updating the company on the same for the formulation of counter strategies.
* Effective communication of the company’s plans and policies to the sales team and distributors.
* Payment follow-up and collection.
* **In Store Sales In charge**  **Engineering Showroom, Khorfakan 1991-1994**

**Job Responsibilities**

* Customer Handling
* Execution of Displays and proper visibility of the brands
* Inventory Management
* Order Placing, LPO Preparations
* Counter Management
* Cash Handling
* Store In charge

**Personal Details**

**DOB Nationality Status Languages Known**

30-05-64 Indian Married English, Hindi, Arabic, Malayalam

**Declaration**

I hereby declare that the above details are true to the best of my knowledge and belief, if given a chance I assure that the best of my efforts shall be rendered.