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**Objectives**

To obtain a challenging position in an esteemed organization, where I can apply my knowledge and skill with a strong desire to make a substantial and positive impact towards growth and development

Experience - Summary

**16years of sales experience with various reputed companies & organizations, out of which 13 years in UAE, 1 year in Qatar and 2year in India.**

* **Vehicle In charge, Sales Executive**–**Garden Flowers TR LLC, Dubai.** Aug 2014 to till now
* **TMA(Pre-owned Cars) In charge - MK Motors, TATA Motors Car Division, Kottayam Kerala.**Sept 2012 to July 2014.
* **Store In charge** - **Power flex Corporation W.L.L, Doha, Qatar.** April 2011 to May 2012
* **Sales Executive - M. A. Al Midfa Auto Spare Parts Trading Co. Sharjah, UAE.**November 2009 to December 2010
* **Purchase Executive - Floramex Trading Co. Dubai, UAE.**December 2007 to October 2009
* **Purchase and StoreIn Charge - Max Performance Auto parts, Sharjah.**April 2002 – November 2007
* **Diesel Engine Service supervisor –Deevs Engineering , Greaves Diesel Engine – Diesel Engine Service supervisor December 2000 – January 2002**

**Experience – Detailed**

* **Garden Flowers Tr LLC. Sharjah, UAE**

Company Profile: Large Stockiest & Distributor for a indoor plants, pot and interior decoration items

* **TMA In charge and Mechanical Supervisor MK Motors, TATA Motors Car Division, Kottayam Kerala.**

Company Profile : Leading car sale company in Kerala. Working as a Tata Motors Assured In charge(Used car Division), and Mechanical supervisor.

* **Power flex Corporation W.L.L, Doha, Qatar.**

Company Profile: Leading stockiest and distributor of hydraulic hoses, Lifting materials and safety items.

* **M. A. Al Midfa Auto Spare Parts Trading Co. Sharjah, UAE.**

Company Profile: Large Stockiest & Distributor for Truck Parts

Responsibility:

* Collaborate with sales manager to help successfully position the company for growth
* Prepare request for proposals responses.
* Recognize and put into practice inventive business development and sales strategies.
* Outline and build up key service offerings and market strategies.
* Ability to make a successful marketing campaign either through the internet or physically.
* To be actively involved in all facets of the sales process, such as setting appointments with potential clients, meeting with prospects to discuss certain advertising initiatives, full follow up with current clients whether it may be company policies, payment procedures, response procedures etc.
* Assisting with certain decisions taken within the company.
* Upholding the image of the company by means of attire knowledge and respect.
* To be a good team member within the company, actively helping other employees in times of need.
* **Floramex Trading Co. Dubai, UAE.**
* Company Profile: Large Stockiest & Distributor for Construction Equipment and Building Materials

Responsibilities

* Assist the Senior Merchandiser in ordering stock, analyzing sales and communicating to stores & brand team.
* Produce & analyze reports to determine sales/margin/profit information with recommendations where appropriate.
* Assist in the forecasting of orders quantities based on stock & sales information, monitoring stock levels & movement
* Tracking of invoices & shipments and proactively inform line of deviations.
* Assist in pricing strategy, ensuring logic, commercially & within Brand targets for margin.
* Communicate to store & warehouse information regarding new arrivals, display material, & stock release & returns
* **Max Performance Auto parts, Sharjah, UAE.**
* Company Profile: Large scale car and parts exporting.

Responsibilities

* Managing and achieving parts sales target according to plan
* Developing sales volumes in designated area.
* Determine replacement parts required, according to inspections of old parts, customer requests, or customers' descriptions of malfunctions.
* Suggesting additional related parts to improve sales.
* Handling and providing prices for telephonic enquiries.
* Preparing sales orders, invoices and delivering parts.
* Receiving payment or obtaining credit authorization.
* Advising to the customers on substitution or modification of parts when identical replacements are not available.
* Examining returned parts for defects, and ensuring exchange/ refund of defective parts or money.
* Conducting inventory of the stock.

Educational Qualifications.

* Bachelor of History - M. G University - 1996-1999, Kerala.
* Pre-Degree - M.G University -1994-1996, Kerala.
* Computer Proficiency: Windows XP, (M.S.Word& Excel)

Key Competencies

* Self-motivated, hardworking and dedicated to provide high standard of service.
* Ability to take instructions and achieve pre-defined goals on time.
* Good analytical skills with the ability to analyze situations accurately and effectively.
* Excellent coordinating skills for teamwork.
* Pleasing personality and ability to perform under pressure.
* Dedication and commitment towards work and company.