|  |  |
| --- | --- |
|  **Nishad**   **Contact Details** *Email:* *nishad.369256@2freemail.com* **Personal Data**  D.O.B : 05/03/1976 Sex : Male Nationality : Indian Marital Status : Married Lang. Known : English, Hindi, Malayalam  Visa Status : Visit Visa Validity : 5th august 2017 **Holding Valid UAE Driving License** |    RESUMECareer ObjectiveWith the impeccable achievement in **Sales and Marketing,** of diverse **profiles,** aspiring for challenging position within FMCG Sector wherein personal and professional accumen excellence result in organization’s escalation.Profile SynopsisA quality focused Executive with a successful career of more than 9 years in the field of Sales skills that has achieved an excellent diversity of experience with multi-disciplined skills in Sales, Customer Approaching, and Building new relations.Skills* **Sales**
* **Collection**
* **Inventory management**
* **Promotion activity**

Professional Experience1. **Bawabat Albadeia foods (sales executive from jan 2014 to sep 2016)**

***Company profile:***Al Mulla group of company - Consumer Division is the leading distributor for food industry.Brands handled: - American heritage cheese, sohat labaneese waterCP frozen items, Royal Umbrella Rice, Sera olives and sauces,.Customer handled Carrefour, union cop society, Geant Group, Al maya Supermarkets, West zone Supermarkets, Lifco Supermarkets etc…***Job Profile:**** To achieve set targets,
* Managed sales and collection,
* New Business development
* Monitoring schemes and promotional activities
* Manage collection credit period.
* Traveling extensively to build up the moral and close relationships with network and team
* Responsible for inventory and pricing controls
* Monitoring new product launches and its performance in the market Sales, collection, and development of new business
* Ability to prioritize and manage heavy work flow without direct supervision
* Keeps management informed by submitting activity and results reports such as daily sales and call reports, weekly work plans and monthly and annual territory analyses
* Active involvement in New product introduction planning
* monitoring competitor’s activities
* Resolves customer complaints

***Page 1/3*** |

1. **Arabian Oasis Food Co LLC -- An AL Seer Group Co**

***Company Profile:***

Al Seer Trading Agencies - Consumer Division is the leading distributor for world renowned brands in the UAE. It deals with more than 25 brands and is the most sought after distributor in the UAE

***Cash van sales man (from Jan 2010 to Dec 2013)***

Brands handled: - Parachute products/ Horlicks /Aqua fresh/ Merhran Rice, spices / Kolson /Suebee honey/Ceres juices/Camolino Olive oils

***Job Profile:***

* To visit all shops as per route plan schedule.
* Managed sales and collection,
* Monitoring schemes and promotional activities
* Manage collection credit period.
* Monitoring new product launches and its performance in the market Sales, collection, and development of new business
* Ability to prioritize and manage heavy work flow without direct supervision
* Keeps management informed by submitting activity and results reports such as daily sales and call reports, weekly work plans and monthly and annual territory analyses
* Active involvement in New product introduction planning
* monitoring competitor’s activities
* Resolves customer complaints
1. **M/s. Emikren General Trading LLC – Dubai – UAE**

Brands handled: - Priya gold biscut/ Beeking rice/Malabar spices/Treat juices/Beeking Milk powder/

***Van sales man(from Dec 2006 to Jan 2010)***

***Job Responsibilities in Detail:***

* To achieve set targets,
* Monitoring competitor’s activities
* Managing sales, collection, and development of new business

Education

* Pre-Degree from M G University ,Kerala, India

Driving license

* UAE valid Driving License for Light Motor Vehicles.

Software Skills

* Microsoft Office-MS Word/ Excel/power point

I hereby declare that the above stated information is true, correct and complete to the best of my knowledge and belief.

***Nishad***