An

Email – mogamadou.369727@2freemail.com

**UAE VISIT VISA**

**MOGAMADOU**

**CAREER OBJECTIVE: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_-\_\_\_\_\_\_\_\_\_\_\_**

I would like to pursue my career in a competitive, challenging and innovative business organization, in which I could contribute by utilizing my leadership, analytical and management skills. And looking forward for entrepreneurial retail sales and marketing career in a structured organization.

**WORK EXPERIENCE: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**A. EXPERIENCE WITH CHERINE TILES**

***Employer profile:*** **CHERINE TILES** at Karaikal, Pondicherry (6000 sqft showroom), India is known in that area for quality and branded building materials supplier. They are into retailing of branded ceramic & vitrified tiles of Johnson Tiles, Nitco tiles (Owns a franchise outlet of 1000sqft NITCO look/studio exclusive showroom), RAK tiles, Swastik tiles, Espanol tiles, Italia glass mosaic tiles, pavement tiles, paver blocks, kitchen hobs & chimneys and decorative Chinese tiles. They also deal with Parryware/ROCA and RAK sanitary wares, bathroom fittings and bathroom wellness products. They do deal in building materials like tiles adhesives, grouts, epoxy, cement, tiles layer tools, bricks, decorative mirrors, tiles beadings, spacers, etc.

***Designation:*** **ASSISTANT MANAGER - RETAIL OPERATION & MARKETING.**

Employer Location: No.15, Pragara Street, Karaikal – 609 602. Pondicherry U.T. India.

Start Date: 16th Mar 2009 : End Date: 27th APRIL 2017

***Job Responsibilities:***

***Sales Management activities*** –

* Supervision/inspection with respect to the sales team and customer relationship, and responsible to monitor the retail sales with respect to proforma invoices and deal finalization.
* Daily meeting with the junior sales executives for sales discussion and product updates.
* Attending new product launch meetings from the suppliers, updating and order placement for the new products launch, and do communicate the same to the sales team and accounts team.
* Giving instruction to the sales team for display materials arrangement and display updates at the showroom, and coordinating the same with them for display materials arrangement.
* Decision on sales team incentives and showroom offers for dead or slow moving stocks are made weekly and updating the same to the top management.

**Administration activities –**

* Responsible to monitor the house keeping for a clean and neat showroom environment.
* Responsible to approve the internal orders for procurement with respect to administration.

***Customer Relationship Management, Training and Recruitment activities –***

* Attending the customer grievances, take necessary measures to close the issues and periodic monitoring of after sales customer feedback system.
* Ensuring quality by training and developing Retail Supervisors on company process, policies, procedures and position responsibilities. Periodic updates on new pricelist are communicated to the sales team.
* Coordinating new product trainings and product updates for the junior sales executives.
* Develops and maintains a strong working relationship with field support, recruiting, and client services.

***Marketing and Promotion activities -***

* Market research, lead creation for sales and competitive analysis are done on monthly basis.
* Instructing the marketing team to visit the projects, create lead to finalize the deals.
* Looking after showroom branding and new branch development, reporting status to Managers.
* Coordination with the external advertisement agencies for TV ads scrolling, flex printing, sponsorship and brand promotion activities.
* And responsible for deciding the promotional or seasonal offers, by analyzing the market.
* Responsible to maintain company’s franchisee or exclusive outlets (NITCO LOOK) and branches activities.

***Purchase Management, Finance, Warehouse and Logistics activities -***

* Purchase order management with the channel partners, and ensuring minimum stocks are maintained by the warehouse department.
* Supervision of Finance and Accounts teams, in terms of general ledgers, payrolls, daybooks, journal entries, invoices, account receivables, accounts payables, banking activities, administration & trading expenses, budgeting activities, etc.
* Builds and maintains a positive working relationship with management, clients, and customers.
* Monitor and manage operating costs, and updating the same to the top management.
* Responsible to monitor and coordinate with the logistics team for delivery vehicle arrangements and products delivery at correct time.

**B. EXPERIENCE WITH ERNST & YOUNG**

Employer: Ernst & Young Global Business Services India Pvt. Ltd.

Designation: **Financial Associate – Rank 66 -3**

Employer Location: Tower "C", RMZ Infinity, Old Madras Road, Benniganahalli, KR Puram.

City: Bangalore: State: Karnataka: Country: India

Start Date: Jan 8th 2007 : End Date: Mar 11th 2009

**Job Responsibilities:**

* Preparation of invoices
* Engagement & Client Maintenance
* Interacting with FMAs (Financial Management Associates) in the US
* Generating various reports from the database
* Cash Forecasting, AR Reporting and Working on Global Shared Service database

**ACHIEVEMENTS DURING WORK LIFE:**

* Achievements awarded at Ernst and Young, Star of the month (February 2007), Star of the Quarter (April 2007-June 2007- July 2008-September 2008), Spot Award (Mar 2007).
* Completed **White Belt Certification** – Performance Excellence Training from Ernst & Young.
* Awarded TURBO IDEA at Ernst and Young, for New Engagement Template using MS-Excel.
* Nominated as tester for "gbiller" the new billing tool to be rolled out in the company.
* Two branches expansion and set up during my work at CHERINE TILES.

**EDUCATIONAL QUALIFICATIONS:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**PROFESSIONAL:**

* **MBA Integrated Course (BBA+MBA) in Finance and Marketing Specialization.**

DEGREES AWARDED FROM **INTERNATIONAL MANAGEMENT INSTITUTE, BRUSSELS.**

The Indian Institute of Planning and Management (IIPM), Bangalore

Secured **1s**t and **3rd** Rank consecutively with aggregate of 76.64**%**

**OTHER CERTIFICATIONS:**

* **AMFI Mutual Funds** – Financial Advisory Module – NCFM – Completed.

**PROJECTS HANDLED:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**DESK PROJECTS**

1. PROJECT CATEGORY : ORGANIZATIONAL EVENT ANALYSIS

PROJECT TOPIC : INVENTORY CONTROL OF NISSIN INDIA LTD.

PROJECT DETAILS : Analyzed the distribution network, factory inventory control and the various processes like min stock level.

1. PROJECT CATEGORY : SALES

PROJECT TOPIC : Corporate Sales in Airtel.

PROJECT DETAILS : Project is about Airtel strategies in corporate sales & various marketing channels used in corporate sales

**ADDITIONAL INFORMATION:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* Microsoft Office and Accounting Software practical knowledge.
* DISE (Diploma in System Engineering) from Aptech Computers.

**LINGUISTIC PROFICIENCY:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* English, Tamil and Hindi/Urdu.

**PERSONAL DETAILS:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

Name : Mogamadou

Date of Birth : 17th Feb 1985

Marital Status : Married

Sex : Male

Nationality : Indian