**SANDU**

**SANDU.372527@2freemail.com**

**Aim to Assign:** Merchandiser

**Total Professional Experience:** 6 years (FMCG)

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***Personal Summary***

Dedicated and focused Merchandiser with 6+ years’ progressive experience in handling merchandising projects to ensure that products appear in the right store, in correct quantities and at appropriate times. Effectively liaises with buyers, analysts and suppliers to ensure delivery/procurement of supplies in a timely manner. Recognized for producing store layouts and forecasting sales and profits, along with optimizing sales volumes.

***Professional Experience***

1. **Employer**: **Almana & Partners W.L.L (Unilever), Qatar Designation**: Merchandiser

**Products**: Unilever Products (FMCG) **Duration**: 31 Aug 2014 – 04 June 2017

***Responsibilities***

* Developing plans to build consumer confidence.
* Closure of leads and achieving 100% of the given targets.
* Promoting the service marketing activities across the region in order to achieve maximum sales and royalty for company.
* Planning penetration strategy for a competitive market.
* Converting many customers from competitors’ services.
* Participating in monthly vendor meet in order to improve business for both dealership and vendors.
* Handling sales promotional activities for products while ensuring their availability, timely distribution and market development.
* Responsible for handling dealers & distributors on periodic basis as per the company norms, monitoring potential distributors for smooth distribution.
* Regular interaction with client’s senior management for review and updates on sales activities.
1. **Employer: Nepal Unilever** **Designation:** Salesman

**Products:** Unilever Products (FMCG) **Duration:** 28 May 2011 - 26 June 2014

***Sales (Marketing)***

* Coordinating the work and target to salesperson. Monitoring effective activities for the product promotion.
* Ensuring the proper demonstrations and communication of products to customers to get maximum sales.

***Customer handling***

* Interacting with customers to explain product and plans for effective resolution of customer grievances and obtaining feedback. Maximizing customer satisfaction matrices by providing pre & post sale assistance and achieving delivery and quality norms.
* Providing consistent and exceptional standards of customer service, achieving customer satisfaction at all times and in turn maximizing organizational profitability.

***Sales Management***

* Giving brief knowledge of product and taking adequate steps on feedback based on customer buying behavior. Handling the sales management & maintaining reduced inventory levels.

***Recognition***

Awarded as "Star of the Month" (Best Merchandiser) for the month of January 2017

***Key Achievements***

* Increased sales of 3 branded products by 50%, 65% and 66% by performing well-placed and aggressive merchandising activities
* Decreased stock allocation problems by 57% by streamlining the allocation process on an “as and when needed basis”
* Acquired 12% of the market share from the company’s lead competitor by carrying out dedicated visual merchandising activities
* Introduced the concept of visual merchandising for all mainly located stores, resulting in increased customer base from 2300 to 4210 within 12 months.

***Educational Qualification***

**Higher Secondary Certificate:** Chitwan Science College (HSEB)Bharatpur-9, Chitwan, Nepal

**Secondary School Certificate:** Vivekananda Kendra Vidyalaya (CBSE, New Delhi) Assam, India.

***Computer Proficiency***

**Operating System:** WINDOWS - 98/XP/ Vista, 8, 10

**Packages:** MS-Office

***Personal Details***

Sex: Male

Marital Status: Unmarried

Date of birth: 28 June 1989

Visa Status: Visit Visa(Transferable)

Citizenship: Nepalese

Languages Known: English, Hindi (read/write/speak)

Contact Address: Al Quoz, Dubai

Previous Package: 4000 QAR

Expected Salary: 4000-4500 AED(Negotiable)

Reason for leaving: Seeking for new challenges & opportunity in same field.

Benefits: Yearly ticket & Health Insurance

Notice Period: Immediately.