Kunal 

Address: Bur Dubai, United Arab Emirates

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| Salesman – Merchandiser | Assistant store Manager |

**PROFILE SUMMARY**

Looking for an environment where I can enhance my skills and give contribution to the progress of the organization. Recognized and valued in providing motivation, guidance and up to date service to both colleagues and clients. Seeking for opportunities for Salesman cum merchandiser and Assistant store manager where, my expertise and experience can be utilized, and opportunities exist for continuous growth.

**PROFESSIONAL EXPERIENCE**

* Masafi Co. LLC.- Salesman cum merchandisersince June 2016 till now.
* T. Choithram & Sons LLC Dubai – Store Keeper cum Assistant Manager since January 2012 to February 2016.

**EDUCATION QUALIFICATION**

* HSC - Commerce from Kalidas Montessori senior secondary school Year 2012.

**TECHNICAL QUALIFACTION**

* SAP Net Weaver (Retail).
* Citrix retail software’s
* MS office tools expertise – Word, Excel, Power point and Outlook.
* Store BI reports and various Inventory reports.

**PROFESSIONAL EXPERIENCE**

* Salesman Cum Merchandiser: -

# Section management, Confirmation shelf good stocks.

# Display goods an expiry evaluation, Good customer contact

# Reporting sales report to sales executive and branch manager.

# Maintains merchandising standards while rotating products to assure freshness.

# Ensures high level of friendly and professional customer service with customers and store managers.

# Assists with deliveries/display building as needed, Delivers driver shortages when necessary.

# Merchandises products according to merchandising standards.

# Trains & Coaches MT & TT New Merchandisers, Maintain Rotation/Damage to budgeted levels

# Maintains communication with sales reps and drivers regarding accounts & deliveries.

# Cleans up spills and damaged product and maintains equipment cleanliness at customer

# location. Keeps informed of new products, services and other general information of interest to

# customers.

# Responds to customer issues and follows up as necessary.

# Performs other duties as assigned, manages customer inventory by entering orders into handhelds, Sell-in Sales Initiatives, displays & promotions.

* Assistant Store Manager: -
* Trains store staff by reviewing and revising orientation to products and sales training materials; delivering training sessions; reviewing staff job results and learning needs with retail store manager; developing and implementing new product training.
* Evaluates competition by visiting competing stores; gathering information such as style, quality, and prices of competitive merchandise.
* Purchases inventory by researching emerging products; anticipating buyer interest; negotiating volume price breaks; placing and expediting orders; verifying receipt.
* Attracts customers by originating display ideas; following display suggestions or schedules; constructing or assembling prefabricated display properties; producing merchandise displays in windows and showcases, and on sales floor.
* Promotes sales by demonstrating merchandise and products to customers.
* Helps customers by providing information; answering questions; obtaining merchandise requested; completing payment transactions; preparing merchandise for delivery.
* Prepares sales and customer relations reports by analyzing and categorizing sales information; identifying and investigating customer complaints and service suggestions.
* Maintains a safe and clean store environment by developing and publishing evacuation routes; determining and documenting locations of potentially dangerous materials and chemicals.
* Maintains inventory by checking merchandise to determine inventory levels; anticipating customer demand.
* Prepares reports by collecting, analyzing, and summarizing information.
* Contributes to team effort by accomplishing related results as needed.

**PERSONAL DETAILS**

* Date of Birth : 04/11/1993
* Nationality : Indian
* Sex : Male
* Language Known : English, Hindi & Regional
* Valid UAE Driving License : Expiry – 10-11-2025.

CURRENT DESIGNATION

* Masafi Co. LLC.- Salesman cum Merchandisersince June 2016 till now.