**VIMAL**

**Email:** [**vimal.383728@2freemail.com**](mailto:vimal.383728@2freemail.com)

**JOB OBJECTIVE**

To obtain a position which helps me in utilizing my experience and will enable me to make a positive contribution for organization & where I will be able to maximize my skills.

**KEY SKILLS & COMPETENCIES**

* Excellent communication and interpersonal skills.
* Extensive knowledge of Food-stuff, Building materials, Hardware, House-Hold items & Furniture.
* Well-versed with routine business procedures of previous working location.
* Knowledge of the international trading and regional import / export laws & procedures.

**WORK EXPERIENCE**

**Year 2012 to 2017** Branch Manager – York Trading

Worked in a reputedcompany in Liberia (West Africa)

Company involve in importation & distribution of industrial building material in the region.

* Achievement of sales targets & business development.
* Grow the wholesale channel by promoting brand product ranges to new and existing dealers.
* Identifying and monitoring the performance of competitors in the market place.
* Organising special sales projects, such as new product introductions, sales promotions, advertisements, etc.
* Leading sales teams to achieve sales objectives.
* Conducting staff meetings on sales progress & smooth operations.
* Explore upcountry on looking for business opportunities & brand awareness.

**Year 2004 to 2011** Self Employed

Vimprey Award Creators, Jaipur INDIA

* + - * Introduced and facilitate the successful opening of Vimprey Award Creators.
* Implement all operational, logistical and marketing elements of purchases & sales.
* Analysed market trends & statistics to determine potential of growth.
* Monitored sales performance regularly.
* Regular follow-up with sales force.
* Control outstanding through timely collection of payment.
* Maintained perfect coordination with employees.
* Money management & product responsibility.
* Interact with new customers and build relationships for returning customers.

**Year 1999 to 2003** Retail Manager

Giant Group of Companies, UAE.

Company had above 15 supermarkets all over UAE and Importer of garments, Food-stuff, shoes & perfumes.

* + - * Overlooking all aspects of the store, ranging from sales and purchases to employee morale to devising of new schemes and promotions.
      * To ensure smooth running of operations
      * To look after the management staff
      * To devise new schemes and promotions for maximize profit
      * To ensure all stocks are replenished

**Year 1996 to 1998** Store Keeper

Giant Group of Companies, UAE.

* Supervise warehouse operations and oversee employees.
* Contact vendors and responsible for returning damaged & expired goods to vendors.
* Responsible for receiving all goods and store them in organized manner.
* Provide employee training and feedback, making schedules and oversee maintenance & up keeping of the store.
* Track inventory of products on shelves and storage unit.

**LANGUAGE SPOKEN**

English, Arabic (modest), Hindi & Sindhi language.

**EDUCATIONAL**

Senior Secondary

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| **PERSONAL DETAILS** | | |
| Date of Birth | : | 26/07/1973 |
| Marital Status | : | Married |
| Nationality | : | Indian |
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