Girish



**Relevant Experience**

Seeking a career in Sales where I could utilize my persuasive skills to close deals and create win-win situations for everyone along the Value Chain including Customers, Distributors, Retailers and other service providers.

**Sales Executive**

**Email**

[Girish-395860@gulfjobseeker.com](mailto:Girish-395860@gulfjobseeker.com)

### Age

29

**Driving License**

UAE Car License

**Sales Executive (HPC Division)**

*in U.A.E. Nov 2015 – Jan 2019*

* Ensure Transmed products are distributed and available on shelf across assigned stores in line with the brand’s core SKUs, right visibility, planogram and guidelines for each stores.
* Ensure all visibility elements such as shelf share, POSM, planogram etc. are executed across assigned stores.
* Get orders for Transmed brands and achieve assigned monthly targets.
* Implement Monthly Initiatives across assigned stores, on time as per the set plan and guideline.
* Provide superior customer service to assigned stores including proper coverage as per assigned journey plan and build and maintain strong customer relation to facilitate collaboration and achieve desired business result.
* Acquire deep understanding of the assigned stores’ strategies and their shopper needs in order to be able to devise the right execution for the store.
* Spot business building opportunities in the assigned stores and recommend these to the team in order to address them and build the business further.
* Manage the assigned merchandising team in terms of appearance, discipline, attendance and professionalism and motivate them to ensure they deliver on their job responsibilities.
* Ensure the merchandisers are trained on the products and on the technical skills required to perform their daily duties.
* Communicate internally any event taken by customers/competitors which can have an impact on our business in order to take required action.
* Ensure that receivables are collected across assigned stores within the agreed payment terms in order to sustain company's cash flow levels.

# Sales - Business Partner

## in India Jan 2013 - Mar 2015

* Responsible for short-term Demand & Supply Planning of the high-profit generating products like Nido, Cadbury, Mars, Snickers, Perrier Water, Milo, Heinz.
* Negotiating and closing deals with key clients all over India, following up with customers and maximizing sales for the firm.
* Confirming the right flow of all imports by coordinating.
* Handling all B2B Sales and analyzing factors driving the trends of the FMCG market.

 **Education**

# Bachelor of Management Studies (B.M.S)

## K.P.B. Hinduja College of Commerce, Mumbai, India 2012