CV OF ANSAR



***Ansar***

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**CAREER STATEMENT**

*“I feel that my greatest strengths are first result oriented with drive to exceed sales goal and generate strong revenue for the business. Thereby help to* *ensure that all sales targets are met. Second my real passion.****”***

**AREAS OF EXPERTISE**

*Sales floor management*

*Channel management*

*Business Development*

*Administration*

*IT Knowledge & skills*

*Report Writing*

*Visual Merchandising*

*Retail & wholesale Marketing*

*Retail & wholesale Logistics*

*Auctioning*

**PE RSONAL DETAILS**

Name : Ansar

Nationality : Sri Lankan

Date of Birth : 21-10-1989

Civil Stats : Married

Driving license : valid Srilankan bike and light vehicle license

**PE RSONAL SUMMARY**

An ambitious, creative and highly motivated individual, who has a passion for the retail and wholesale industry. **Five years of experience** in **Retail, wholesale sale in Automotive, woodworking, construction Solution** and **experience in brokering firm in Marketing of Tea**. Successfully completed **BSc and PgDipMktg(SLIM).** Having work experience with **multi nationalities** such as **Lebanese, Filipinos, Arabs, and Indians etc.**

Currently looking for a challenging and rewarding carrier position in Sales and Marketing wherein education, experience and skills can be efficiently utilized to increase the sales volume and profitability of the firm. Build a strong distribution network for achieving greater market development.

***Carrier History***

***Showroom (Automotive, wood working and construction solution) – (Retail & Whole Sale) Nehmeh Corporation***

**SHOWROOM IN-CHARGE December 2016 – Present**

* Manage the Showrooms as an acting Retail manager.
* Completes store operational requirements by scheduling and assigning employees; following up on work results.
* Maintains store staff job results by training, counseling, and disciplining employees; planning, monitoring, and appraising job results.
* Achieves financial objectives committed by management
* Ensure availability of products and maintain inventories.
* Arrange deliveries on time to customers, and manage driver for all showrooms entire activities
* Protects employees and customers by providing a safe and clean store environment.
* Arrange direct deposit of showroom cash sales to the bank on time.
* Internal cooperation with other departments to makes thinks done on time.
* Planning and executing BTL activities with the approval of management.
* Maintains the stability and reputation of the store by complying with legal requirements.
* Contributes to team effort by accomplishing related results as needed.

***Showroom (Automotive, wood working and construction solution) – (Retail & Whole Sale) Nehmeh Corporation***

**SALES CONSULTANT October 2014 – December 2016**

* Performs sales activities on major accounts and negotiates sales price and discounts in consultation with Sales Manager.
* Support team up with the Showroom Manager to Increase Sales by maximizes sales opportunities and aiming to meet the sales target being set by the company.
* Collaborates with Sales Manager to develop sales strategies to improve market share in all product lines
* Implement sales promotion, analyze success rate and suggest for future.
* Observe and know the competition, compare pricing, selection of merchandise, customer service and stay updated with market trends
* Monitoring product availability levels throughout the day and replenish stocks to ensure 100% availability.
* Ensure implementation of company SOP's for retail showroom operations.
* Control expenditures; minimize stock losses; coordinate to ensure zero Collection Outstanding and initiate corrective timely actions
* Oversee Cashier's activities (daily cash/ credit reconciliations/ down payments and sales orders)
* Motivating, organizing and encouraging teamwork ensure set productivity targets are met.
* Oversee sales staff activities/Inventory Management /stock control/Pilferage control

***Motor Cycle Showroom– (Retail) Kinniya Bajaj Center***

**ASSITANT SHOWROOM MANAGER January 2 014 – August 2 014**

***Brokering Firm – (Beverage of Tea) Eastern Brokers Ltd***

**MARKETING EXECUTIVE January 2 013 – December 20 08**

***Motor Cycle Showroom– (Retail) Kinniya Bajaj Center***

**SALES ASSISTANT February 2 006 – May 2 007**

**PROFESSIONAL QUALIFICATION**

Successfully completed the Program on “Sales Planning and Execution Skills” conducted by Human Training Consultant, India sponsored by Nehmeh Cooperation L.L.C

Have valid Sri Lankan Driving license

**PERSONAL SKILLS**

*Deadline Led Time*

*Efficient Decision Making*

*An Eye for Detail*

*Excellent Communicator*

*Tactful & Articulate* *Problem Solving*

*Administrative Organizing*

*Team Player*

*Conflict Resolution*

*Professional Mannerisms* *Integrity*

**LANGUAGES**

***English/Malayalam /Hindi***

*Full professional Level*

***Sinhala/Tamil***

*Native and bilingual proficiency*

***Arabic***

*Limited Working Proficiency*

**HOBBIES**

Gardening

Farming

Travelling

Sports

**ACADEMIC QUALIFICATIONS**

***Uva Wellassa University of Sri Lanka (Jul2009 - Oct 2013)***

**Bachelor of Science in Tea Technology and Value Addition special in Marketing**

***Sri Lanka Institute of Marketing (Jan 2012 -Dec 2013)***

**Post Gradate Diploma in Marketing (PgDipMktg)**

***British informatics of computer technology (Aug 2013 - jan. 2014)***

**Certificate in Information Technology *(Including computerized Accounting)***

**KEY COMPETENCIES AND SKILLS**

***Sales***

* Commercial & Business awareness.
* Securing new business and be to come up with new ideas.
* Ability to organize & priorities workload within a retail setting.
* Quickly responding to customer complaints, requests and comments.
* Market orientation to develop strategies to edge out the competition.
* Effectively maintaining stock levels and ensuring the quality of supplies.
* Able to manage complex sales processes and negotiations toward succeed.
* Have Depth knowledge of the **Automotive Solutions products** Brands : ((upol, Natco, Sata, MMM, Norton, Nexa Auto color, Alpha Paints)), **Wood working** (Brands OECE paints and Alva paints), **Light Construction Solution Equipment’s Brands:** (Makita, CPD, Forza, Koshin, Freud), **FMCG(Maliban Biscuit),** **Tea Industry** and **Motorcycle industry**(Bajaj)

***Managerial***

* Able to react quickly to changes
* Ensuring the store is commercially viable.
* Able to tactfully deal with difficult customers.
* Putting customers at the heart of all decisions.
* Making the most of every opportunity and challenge.
* Managing stressful situations and effective store operation
* Works well in a team, supervising and encourage team contributions
* Managing retail and wholesale store with turnovers of over 6.5 MM QAR

***Personal***

* Ability to respond quickly to emergencies.
* Having a flexible attitude and positive approach.
* Possessing a outgoing and confident personality.
* Committed to continuing education and training.
* Ability to pick up new skills and knowledge quickly.
* Enjoy working in a fast paced/target driven environment
* Excellent communication, interpersonal and influencing skills.
* Responsible attitude & willing to undertake additional professional
* Willing to lead from the front and happy to roll up sleeves and help out.