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FALCON ID # 21898

Oilfield Services / Business Development - Product Sales

Residential Country : India Nationality : India
Resume Title : Sales Associate Notice Period : 30 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
B.com	Andhra University	2005	India

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Sales Associate	Reputed Company	Saudi Arabia	12/2012	05/2015
Sales Manager	Hindustan Unilever	India	07/2010	08/2012
Sales Manager	Bajaj Alliance General Insurance	India	04/2007	06/2010

ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
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Current Salary (Monthly In Usd): Not Mention Expected Salary (Monthly In Usd): Not Mention

Additional Skills :

Job Role

- Daily briefing to all sales staff about daily target and pending workers
- Store capacity 8456 SFT and managing sales staff with 15
- Responsible for daily delivery and refresh the store with stock
- Responsible to handling cash counter with 3 cashers

- Responsible to motivating and training to cashers and sales staff
- Maintaining DSR and recons in system for better records
- Maintaining all staff records and daily reports for every month audit
- Responsible for store and safe keys maintaining proper records
- Responsible for building the customer relationship and taking feed back for better service
- Conducting feed back form to customer important sales

People Management

- ? Imparting continuous on job training to the workforce for enhancing their productivity & operational efficiencies through knowledge enhancement / skill building.
- ? Organize training internal/external programs to elevate the skills & productivity of employees.
- ? Recruiting, motivating and mentoring a team of executives, ensuring optimum performance.

Additional Information :

Career Objective: My goal is to become associated with a company where I can utilize my skills in the field of retail trade and gain further experience while enhancing the company's productivity and reputation.

Professional Overview:

A result oriented professional with over 8 years of experience in Merchandising, Retail Operations Retail and FMCG sales Buying, Inventory Management and People Management, A proactive leader and planner with expertise in front end retail operations, market plan execution, Expertise in managing Profit Centre encompassing store operations, assortment, merchandising & stock management. Exceptional skills in communication, presentation with demonstrated abilities in training and driving motivated teams towards achieving organizational goals.