

ANJAL P V

SALES EXECUTIVE (With Valid UAE Driving License)

Accomplished & result oriented Sales professional bringing over 5+ years of experience holding valid [UAE Driving License](#). Key expertise in Retail sales & marketing, Fund management, Business development, Market research etc.

Currently seeking a position as Sales Executive preferably in Food and Beverage sector in UAE.



GET IN TOUCH

- Dubai, UAE
- +971 529666735
- anjal.rahman741@gmail.com
- <http://www.linkedin.com/in/anjal-pv-b7994453>

EXPERTISE IN

RETAIL SALES & MARKETING

LEAD GENERATION

BUSINESS DEVELOPMENT

FUNDS RECONCILIATION

MARKET RESEARCH

CLIENT RETENTION

MERCHANDISE ADMINISTRATION

NEGOTIATION & PRICING

PROCUREMENT & PURCHASE

MIS REPORTING

EDUCATION

2016 - B.COM - ACCOUNTING & INFORMATION SYSTEM

Calicut University | Kerala | India

ACHIEVEMENTS

- Promoted from Salesman to Supervisor | **Grand Hypermarket**
- Promoted from Store manager to Purchaser | **New City Centre**

PERSONAL INFO

Nationality: Indian

DOB: 26th June 1995

Gender: Male

Civil Status: Single

Languages: Arabic | English | Hindi | Tamil | Malayalam

Visa Status: Visit Visa

Visa Expiry: 8th September 2022

REFERENCES

Available on request

EXPERIENCE

BISMI INTERNATIONAL GENERAL TRADING | DUBAI | UAE

Industry - FMCG (Wholesale)

SALES & MARKETING EXECUTIVE

May 2022 - Till Date

- Conducting market research** to identify selling possibilities and evaluate customer needs.
- Actively seeking out **new sales opportunities through cold calling, networking and social media.**
- Setting up meetings with potential clients** and listening to their wishes and concerns.
- Create frequent reviews and reports with sales and financial data.**
- Ensure the availability of stock** for sales and demonstrations.
- Negotiate and close deals** and handle complaints or objections.
- Gather feedback from customers** or prospects and share with internal teams.

NEW CITY CENTRE | SHARJAH | UAE

Industry - FMCG

PURCHASER

March 2021 - April 2022

- Acquisition process for new products from sourcing to negotiating** of prices and terms of contract.
- Review existing portfolio** to ensure **continuous cost improvement.**
- Define product specifications** based on commercial requirements including quality and packaging.
- Negotiate and develop contracts** with suppliers on volume, price, quality of products procured, and logistics/transport agreements.
- Engage in regular negotiation with suppliers** to ensure continuous improvement.
- Work with suppliers to **identify opportunities for cost improvement** and category innovation.

GRAND HYPERMARKET | KUWAIT CITY | KUWAIT

Industry - FMCG (Hypermarket)

SUPERVISOR

March 2017 - January 2021

- Organize workflow** and ensure that employees understand their duties or delegated tasks.
- Monitor employee productivity** and provide **constructive feedback and coaching.**
- Receive complaints and resolve problems.**
- Maintain timekeeping** and personnel records.
- Pass on information** from upper management to employees and vice versa.
- Prepare and submit performance reports.**