

JIMMY PAUL

SALES EXECUTIVE



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1

PROFILE SUMMARY

I have 4+years experience in retail environments in Sales. Recognized for ability to communicate with customers and provide exceptional service that ensures client retention and positive feedback. Proven ability to increase sales through unspelling techniques as well as implement additional processes that drive profitability.

2

EDUCATION

→ BACHELOR DEGREE IN COMMERCE

From Calicut University kerala, India . (2007-2010)

3

PROFESSIONAL EXPERIENCE

→ SALES EXECUTIVE

Company : LACTALIS DAIRY PRODUCT , DUBAI. Jan 2018 to present

- * Presenting the product or service in a structured professional way face to face
- * Assisted the sales rep in field research, identification of target market, and making impactful product promotion presentations
- * Dealing with buyers for promotion activities and arranging delivery schedules on time.
- * Giving regular feedback and information of our brand performance and competitive activity
- * Reviewing our own sales performance, aiming to meet or exceed targets
- * Gaining a clear understanding of customers and their requirements
- * Booked orders and ensured timely delivery of ordered products
- * Monitor stock movement and consider markdown, promotion, price change
- * Regularly achieving the sales performance and target
- * Monitoring FIFO and making purchase request as per the stock availability.
- * Visit the outlets /hypermarket as per the route ,arrange the product as per the planogram
- * Payment collection and follow up with customers
- * Also good salesmanship and ability to close a deal
- * In depth knowledge of the food and cheese industry.

→ SHELF TAKER

Company : CARREFOUR HYPERMARKET, DUBAI. JULY 2017 to NOV 2017

- * Being attentive to every customer's needs.
- * Evaluated changing factors frequently to achieve high customer satisfaction level.
- * Doing facing, implementation inside the selling area, warehouse arrangement, shelf label updating and expiry check.
- * Monitoring foreign and local products that are back in stock, forecasting the sales of products and ordering accordingly
- * Checking the movement of products and maintain proper availability of all the items

→ SHELF BOY

Company : GEANT HYPERMARKET, DUBAI. JULY 2015 to JULY 2017

- * Dynamic customer service professional experienced in retail store settings.
- * Checking the movement of products and maintain proper availability of all the items.
- * Comparing the sales and setting targets to meet compared to the last year.
- * Maintains an adequate inventory of stock items, re-ordering, receiving and storing items as needed.
- * Doing reports like weekly sales, duty reports, daily checklist
- * Touring the sales floor regularly, talking to colleagues, customers and identifying or resolving urgent issues.
- * Keep records of customer interactions and actions taken, including transactions, comments, inquiries and complaints
- * Maximizing every sales opportunity by cross selling profitable products



SKILLS

MS office

Tally

Problem solving

Team Leadership

Good Relationships

PERSONAL INFO

Date of Birth : 24.03.1988

Nationality: Indian

Marital Status: Married

Visa Status:-UAE Job Visa

Passport No:- R7707691

Languages: English, Malayalam, Hindi

Driving Licence: Dubai LMV manual

