

CURRICULUM VITAE

PROFESSIONAL SUMMARY

Strong computer skills, including familiarity with data entry systems, databases, and relevant software applications. Excellent attention to detail. Strong written and verbal communication skills. Ability to analyze and verify data for accuracy, identifying and resolving discrepancies effectively..

Merchandisers promote the sales of goods in-store or online. They plan how products will be displayed to highlight hot items and exclusive offers. They may create promotional campaigns to attract more customers, and use deals and other pricing adjustments to stay competitive..

CURRENT WORK PROFILE IN UAE

Currently working as IT OPERATOR & SALES PERSON •

Company Details : AL SAFEER INTERNATIONAL LLC NOV. 2021– TO PRESENT

About company: Al Safeer Group, a diversified conglomerate bringing you a variation offering the choicest of shopping and entertainment across the Gulf with interests in:

<https://www.safeergroup.com>

JOB RESPONSIBILITY:**Recruitment and Selection**

- Creating purchase orders in the SAP according to the requirement of supermarket, managing supermarket stocks
- Price change, Prepare daily Inbound / Outbound Schedule with the help of SAP Reports.
- Solving Supermarket Cash Counter (POS System) problems. Good knowledge about food and nonfood items,
- moving and nonmoving NRTC Vegetable Billing items to the supermarket
- Product and market knowledge represents your history of selling products or services to other people.
- Gaining sales experience also helps you develop various soft skills, such as communication, listening, negotiation and problem-solving. You can obtain this experience through various jobs where you interact with customers.
- Planning and developing merchandising strategies. Analyzing sales figures, customers reactions and market trends to anticipate product needs.
- . Collaborating with buyers, suppliers, distributors and analysts to negotiate prices, quantities and time-scales.

Sales Person:

- Worked as a sales person in fmcg division.
- With good knowledge of fmcg product.
- Creating sales.
- Managing inventory.
- Taking care of shelves.

Skills:

- Word, Excel ,Ms Paint.
- SAP System.
- Good Typing.
- Social selling & Virtual selling
- Objection handling
- Product knowledge
- PowerPoint
- Power BI.
- Eligible to work on any platform

PREVIOUS EMPLOYEMENT SUMMARY

- 1) **ONLINE MARKET EXECUTIVE • AMAZON • 2017 – 2019** Handling warehouse stock, Managing Online portal, changing prices, Managing crates,
- 2) **NATIONAL SUPER MARKET Sales Person 2019 - 2021** Communication Skills Negotiation Skills Problem Solving Skills Persuasive Skills Active Listening Skills

EDUCATIONAL QUALIFICATION**> Graduation:**

Bachelor of Computer Application (BCA) | MDSU University Ajmer Rajasthan India (Batch: 2017 - 2019). Percentage of score: 73.68 %

> Diploma:

- > Deen Dayal Upadhyaya Grameen Kaushalya Yojana Ajmer RAJ. (DDU-GKY)
- > RSCIT Rajasthan State Certificate course in Information Technology

PERSONAL DETAILS

- Date of Birth : 27th August 1996
- Passport No : R5077734
- Passport Exp. : 06/09/2027
- Nationality & Marital status : Indian - Married
- Temporary Residential : Khalifa City Abu Dhabi , UAE
- Languages Known : English, Hindi and Urdu .

Declaration

This is to certify that whatever information I have provided in my Curriculum Vitae is true to the best of my knowledge.

Akram Kotwal
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