



## Roshan D. Shettigar

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### Executive Profile

Competent and goal oriented management professional with over 10 years experience in spare parts company as supervisor in a **Saudi Arabia** at **Al Rabie Food Company** with background in logistics operations. Core competencies in sales & marketing, business development, management and customer service. Adept in identifying client and developing effective strategies to meet or exceed business goals. Committed team player with outstanding communication, interpersonal, convincing, negotiation, decision making and time management skills. Seeking a challenging managerial role within the Retail industry that will utilize gained expertise, business contacts, and useful skills.

### **STRENGTHS**

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|--|--|
| a) Gulf experienced professional brand                   | e) Experience with major food products |
| b) Strategic planning and organizing skills environment  | f) Flexible & adaptable to new work    |
| c) Strong analytical & problem solving skills Management | g) Effective Client Relationship       |
| d) Possesses high net worth client contacts programs     | h) Proficient in various computer      |
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### Education – Courses

**Pre-University Course** completed from **Narayana Guru College**, Mangalore, India

**SSLC** from **Vidya High School**, Mangalore, Karnataka, India

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### Achievements

- ✓ Carried out consistent career growth in Food Products while maintaining positive attitude, passion, desire for excellence, and commitment towards assigned work profile.

- ✓ Outstanding success inconsistently delivering profit revenue growth through achievement of targets.
- ✓ Exercised ability to explore and improve best customer service practices and apply it in the organization.

## **Employment History**

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|--|--------------------|
| <b>Diary Products Store Supervisor</b><br><b>Al Rabie Saudi Foods company</b><br>alrabie.com | <b>2017 - 2022</b> |
| <b>Dairy Products Store Executive</b><br><b>Al Rabie Saudi Foods company</b><br>alrabie.com  | <b>2012 – 2017</b> |
| <b>Customer care Executive</b><br><b>Diya Systems Private Limited</b><br>In.glowtouch.com    | <b>2009 – 2012</b> |

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## **Key Qualifications**

### **Sales & Supervising**

- Excellent capacity to work as Profit Center Head, develop business entities and supervise team of sales and marketing business development , and management professionals.
- Perform effectively towards enhancing the company's image, maintaining business volume and gradually accelerating growth in terms of turnover, brand name, client base and personnel.
- Manage duties related to strategic business planning, implementation, supervision and taking necessary corrective steps against competitive markets and changing business scenarios.
- Deal with clientele to generate sales, strengthen client support, service and business operations.
- Keep up to date with market trends, developments, and demographics in the food products industry and exploiting this information to develop the business development.

### **Business development**

- Actively promote the business of the company to targeted or potential markets
- Gain knowledge of the organization set up and understanding of company's aims and objectives.
- Set up plans and sales strategies to develop new business opportunities and ensure business growth.
- Develop and introduce innovative ideas for the company to remain firm despite
- Stiff competition and tough market conditions as well to increase the market share.
- Practice and utilize management theories together with latest technology, market information and business knowledge how to gain momentum in assigned services.

## **General Management (Administration & Operations)**

- Expertise in management related duties including planning, decision making, marketing strategy/forecasting, business development, human resources, operations, procurement, and cost control.
  - Identify problems, review information, analyze options and apply solutions for operational efficiency.
  - Create and maintain a dynamic work environment to foster development opportunities and motivate high performance among team members.
  - Resolve operational problems for the constant improvisation of workflow thereby achieve optimum productivity.
  - Liaise with other departmental managers to understand all necessary aspects and needs of operational development, and to ensure they are fully informed to objectives.
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## **Job Responsibilities**

### **Store Supervisor:**

- Streamlining efforts towards delivering sales and profitability through improving commercial performance.
- Supervising sales team and providing leadership towards achievement of targeted goals.
- Developing sales strategies and marketing initiatives: suggesting and monitoring actions plans to improve sales profitability and ensure operational efficiency.
- Created effective marketing strategies and carried out direct sales in consultation with the Marketing Manager.
- Monitored and controlled inventory levels in line with market needs and anticipated customer demand.
- Coordinated with Purchasing Department with regards to Quality Assurance and other specifications.
- Conferred with management on the company's strategies, objectives and ensured implementations of decision.
- Checked overall product performance, competitor products, and dealer's attitude and developed plans.
- Prepared reports on sales activities in the relevant business.
- Involved in coordination, preparation, and execution of product launches, marketing and promotion plans.
- Monitoring warehouse products and taking initiative in minimizing loss.
- Cross checking on faulty spare parts and sending for repairs.
- Adhering to essential requirements and communicating to the management on the need of the products.
- Conducting trainings to employees for maintaining the stores in proper and good condition.
- Maintaining the stock level of the products and communicating to purchase department about the necessity of the products.
- Stocking taking on every quarterly basis and controlling inventory levels.
- Maintain raw materials, packing and dispatch through proper channels.

- Complete warehouse operations and assign employees the particular task and follow-up with them on completion of the task.

### **Trainings**

- Attended Food product machinery Workshop by Intl food products companies.
- Total Customer Satisfaction training by Al Rabie Food Company and trained in company software.
- Proficient in MS Office ( Word, Excel & Power Point ) Internet and Email applications

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### **Personal Details**

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| Nationality    | : | Indian                          |
| Date of Birth  | : | 23 <sup>rd</sup> September 1983 |
| Marital Status | : | Married                         |

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| Visit Visa Status | : | Valid Till 26.08.2022 |
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