

RESUME

Jithil T. V.

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Career Objective

With the impeccable achievement in **Sales**, of diverse **profiles**, aspiring for challenging position within FMCG Sector wherein personal and professional acumen excellence result in organization's escalation

Profile Synopsis

A quality focused Executive with a successful career of 6 years in the field of Sales skills that has achieved an excellent diversity of experience with multi-disciplined skills in Sales, Customer Approaching, and Building new relations. Very familiar with Dubai, Sharjah

Skills

- Sales
- Collection
- Inventory management
- Promotion activity

Professional Experience



1. National Food Products Company, Dubai .

Company profile:

National Food Products company - Consumer Division is the leading distributor for food industry. Lacnor is a part of NFPC and the UAE's leader in fruit juice and dairy. Since 1978, it has taken huge leaps forward, from being an active local company to being an international brand, and have established ourselves as a well-known regional brand that does business in over 30 overseas markets.

Job Profile:

- To achieve set targets,
- Managed sales and collection,
- New Business development
- Manage collection credit period.

- Traveling extensively to build up the moral and close relationships with network and team
- Responsible for inventory and pricing controls
- Monitoring new product launches and its performance in the market Sales, collection, and development of new business
- Ability to prioritize and manage heavy work flow without direct supervision
- Keeps management informed by submitting activity and results reports such as daily sales and call reports, weekly work plans and monthly and annual territory analyses
- Active involvement in New product introduction planning
- Resolves customer complaints

1. Al Buheira Lacnor Dairies (National Food Products Company)

Sr. Salesman (from Oct 2015 to October 2019)

Brands handled: - Lacnor, Oasis, Aqua, Blue, Gulf& Safa.

Horeca Department - (Jumeira Group, Rotana Group, Accor Groups, Roda Groups ,etc. .)

2. T Choithram's

Sales executive from Jan 2020 to June 2021)

Brands Handled: Rainbow Evaporated milk, Leone Tea, Mentos

3. Ghassan Aboud Group

Sales executive from July 2021 to November 2021

Retail Market:-

Shams Al Madina, Westzone, New W Mart, United Hypermarket, Talal,

Product Handled: Food, Non food, Poultry & Frozen Foods

Job Responsibilities in Detail: (Same responsibilities handled for both firms)

- To visit all shops as per route plan schedule.
- To achieve set targets,
- Monitoring competitor's activities
- Managing sales, collection, and development of new business

EDUCATIONAL QUALIFICATIONS:

- **Bachelor of Arts (Functional English)**
G.B.C. Dharma dam
2007 - 2010
- **12th**
M.M Higher Secondary School, Thalasseri, Kannur dist.
2005-07
- **SSLC**
M.M Higher Secondary School, Thalasseri, Kannur dist.
2004-05

IT SKILLS:

Operating Systems : MS-DOS, Windows 95/98/2000/XP/win7
Application packages : MS-Office 2003/2007
Networking : CCNA & N+
Servers : Basic knowledge of Windows 2010.

STRENGTH:

- I have the ability to cope with failures and try to learn from my mistakes.
- Hard worker.
- I believe in myself and self-confident.
- Love to learn new things.

PERSONAL DETAILS:

Date of Birth :12-06-1988
Sex : Male
Marital Status : Married
Nationality : Indian
Language : English, Malayalam, Hindi
Driving license : Holding UAE light Vehicle(Manual)

DECLARATION:

I, Jithil T.V. hereby declare that the information furnished above is true to the best of my knowledge and my belief.

(JITHIL T.V)