

SHAMNAS PALLIKKANDY

Sales executive

SKILLS

LANGUAGE SKILLS

ENGLISH: very good
Hindi : very good
Malayalam : Native
Arabic : Good
MS Office
MS Word
Adobe photoshop
Team Player
Confidentiality
Accuracy
Reliability
Integrity



PROFESSIONAL PROFILE

PROFESSIONAL EXPERIENCE (CONTINUED)

Sales executive
2012 - 2016

SYLCON FOOTWEAR & BAGS.

Duties and Responsibilities :

- Contacting potential customers that have shown an interest in the company's products & then selling to them.
- Actively seeking new accounts in a wide variety of locations.
- Updating of customer information in paper records & on computer databases.
- Handling the complete sales process.
- Researching new market & sales opportunities.
- Educating clients on the company's products & services. Converting prospects into active clients.
- Keeping in touch with customers via a range of mediums such as phone calls, letters, email & SM.
- Executing an organized, efficient & structured sales process.
- Making outbound sales calls.

Hobby:

Football.
Music.
Movies.

SHAMNAS PALLIKKANDY

Sales executive

Sales executive with 11 years extensive experience in both customer service and retail merchandising fields.

CONTACT

PHONE +971524743828

EMAIL Shamnassham@Yahoo.Com

ADDRESS Al qouz Industrial Area

EDUCATION

06.2009 - 03.2010
Mambaram Higher
Mambaram Higher
Secondary Sec./ High
School /12th
Degree (b.com)

PROFESSIONAL EXPERIENCE

MERCHANDISER

2017- PRESENT
UNION COOP

DUBAI, UAE

(with more than 20,000
manpower strength and 23
branches all over DUBAI)

Duties and Responsibilities :

- Deciding how goods should be displayed to maximize customer interest and sales.
- Assisting visual merchandisers to plan store layouts to promote key lines.
- Accurately stocking and rotating products onto shelves from backroom inventories.
- Building up and maintaining product displays. Maintaining products on Store racks, shelves and displays.
- Rotating products from the back stock to shelf and display locations.
- Identifying replenishment needs.
- Completing all paperwork and necessary documentation.
- Negotiating prices, quantities and delivery time-scales with suppliers.
- Removing any dented, dirty, damaged, or out of code products from display.
- Sorting and distributing merchandise to various locations throughout the store.
- Carrying out market research on how well displayed products are selling.

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