



Ibrahim Hasarath Kunnath

Senior Supervisor/ Sales/ Visual Merchandizer/ Floor In-charge

CONTACT NUMBER

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EMAIL

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PROFILE

Marital Status : Married
Nationality : Indian
Date of Birth : 11 May 1988
Valid UAE Driving License No.: 4530741

QUALIFICATION

Teacher's Training Course- Completed in 2006
Mahatma College, Valanjeri, Kerala, India
(NCTE Approved, Recognized by Govt. of Kerala under
Kerala Hindi Prachar Saba Upper Primary Schools)

COMPUTER SKILLS

- ✓ SAP Software
- ✓ Windows operating system
- ✓ Microsoft office- Excel, word
- ✓ Internet browsing

SKILLS

- ✓ Target achiever
- ✓ Good Communication Skills
- ✓ Product Knowledge
- ✓ Lead Qualification/ Prospecting
- ✓ Customer Needs Analysis
- ✓ Referral Marketing
- ✓ Contract Negotiation
- ✓ Self- Motivation
- ✓ Increasing Customer Lifetime Value (CLV)
- ✓ Reducing Customer Acquisition Cost (CAC)
- ✓ Cashier Skills

LANGUAGES

- ✓ English- Fluent
- ✓ Hindi- Fluent
- ✓ Malayalam- Fluent
- ✓ Urdu- Fluent
- ✓ Arabic- Beginner (Basic)

HOBBIES

- ✓ Reading
- ✓ Drawing
- ✓ Singing
- ✓ Travelling (Long Drives)

OBJECTIVE

Detail-oriented and hardworking professional with over 9 years of experience in Sales & Supervision. Achieves Monthly Targets set by the higher management and is capable to work under pressure. I have progressed in various roles, including customer satisfaction, problem solving skills, multi-tasking, inventory control, sales and procurement, superior interpersonal and communication skills. My problem-solving and analytical skills are very strong, and I have a demonstrated ability to manage orders, purchase transfers, and effectively communicate with customers & suppliers. Self-motivated and eager to take on new challenges. I am currently seeking a challenging role that allows me to apply my skills in sales while effectively and efficiently monitoring, developing, and enhancing overall performance.

WORK EXPERIENCE

NESTO Headquarter, Black Square Building, Ajman, UAE.
Senior Supervisor – Lifestyle Department (2018 - Present)

Mesdaq Furniture Showroom, Sharafiyya, Saudi Arabia.
Public Relations Officer (2016 - 2017)

AI WAFA CENTRE LLC, Sharjah, UAE. (Current NESTO)
Supervisor – Lifestyle Department (2008 – 2011)

JOBS & RESPONSIBILITIES

- Regularly visit stores to coach teams on Brand Visual Merchandising guidelines and train them in the execution and maintenance of visual concepts.
- Conceptualize Visual Merchandising strategies and ensure proper execution to attract customers.
- Working closely with Marketing managers, operations, visual merchandisers and managers assigned stores to ensure that the highest standards of visual merchandising are implemented and maintained to promote new products launches that correspond with the store promotions and reflect seasonal or festive themes by maintaining company standards.
- Prepare weekly report on store displays including photos and snapshots.
- Handle the forecasting and dissemination of collaterals of the POS and consequently manage and be accountable for the promotional budget determined by the Marketing Manager.
- Follow daily routine of checking of floor arrangements to welcome the customers to great shopping experience and maintain replenished floor for the next day before the end of shift.
- Stay active and attentive on the floor and ensure the clean-up of the fitting rooms.
- Organize and assist in stock room maintenance.
- Organize and maintain the stock display in orderly fashion.
- Deliver excellent customer service by coordinating with vendors to troubleshoot customer issues, and assisting dispatchers with scheduling on-time deliveries.
- Develop a successful relationship selling technique through exemplary customer service levels which led to expanded referral business.
- Manage customer accounts, built positive relationships with customers, while strengthening a positive customer service experience.
- Coordinate account/supplier management, market analysis, inventory control, customer services, and product development and also address customer complaints or issues to maintain high customer satisfaction & service levels resulting in increased total store earnings.
- Develop/ implement merchandising plans (for assisting in the marketing and promotions of product at the Clients'.
- Promote and Market the products via store displays.
- Assist with billing and pricing of products and client orders.
- Take inventory, removing expired/damaged products, replacing products.
- Meet with the store managers in re-ordering products.
- Assist in marketing and sales strategies and producing goals for employers and clients.
- Assist in surveying stores and forecasting products and sales.

