



MOHAMMED NOWPHAL

📍 Dubai

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Driving License No. 4296865 (Automatic)

Expiry: 01/07/2024

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SUMMARY

Results-driven Sales Executive with more than 11 years of experience logged in retail industry and Food Section. Successful attainment of sales goals by tracking, ordering and supplying high-quality merchandise to fit both in-store and customer needs. Creative merchandising approaches that specialize in Food product placement and marketing material promotion. Extensive knowledge of technological advances and trends.

SKILLS

- Cost Analysis
- Marketing Techniques
- Sales Techniques
- MS Office proficiency
- Display resetting
- Visual displays
- In-store support
- Merchandising plan development
- Store maintenance

EXPERIENCE

VISUAL MERCHANDISER, 06/2015 - 01/2023

Safeer market, Macro Emirates, Safari Mall, Ansar Mall - UAE

- Arranged items in favorable positions and areas of store to attract customers and optimize sales.
- Monitored stock to maintain sufficient quantity of featured product.
- Displayed appropriate signage for products and sales promotions.
- Printed labels and tags for for-sale merchandise.
- Configured and arranged up-to-date advertising and marketing displays, creatively placed merchandise on counters or tables to promote visibility and sales.
- Updated seasonal displays for windows and mannequins to highlight current product lines.
- Organized and located inventory, updating store spreadsheets to reflect statistical data.
- Selected merchandise based on quality and cost-efficiency models.
- Authorized invoice payments and merchandise returns.
- Conducted staff meetings with sales personnel to introduce new merchandise.

SALESMAN, 06/2010 - 04/2015

Lulu Hyper Market, UAE

- Educated customers on product features and technical details to highlight benefits.
- Placed orders and answered customer questions in-person, through email and over phone to maximize customer service.
- Contacted new and existing customers to outline benefits of products.
- Monitored customer order process and addressed customer issues.
- Improved overall customer purchasing experiences to promote steady revenue.
- Created and implemented store displays, promoting sales and growth.
- Performed comprehensive market research to expand sales.

- Demonstrated product features to align with customer needs.
 - Prepared and processed contracts and order forms for new and existing customers.
- SALES EXECUTIVE, 02/2023- PRESENT**
TEAM GULF INTERNATIONAL LLC
- Maintain stock and inventory records
 - Process return and exchanges.
 - Upsell value added items.
 - Assist with moving and packing items.
 - Present customers with insurance coverage, replacement process during the check out.
 - Customer service- to complete sales, resolve issues, with returns or exchanges.
 - Spends significant amount of time with customers answering the questions regarding the electronic items.

EDUCATION AND TRAINING	Tronix Engineering Institute , Kanjirapally, 03/2003 High School Diploma		
	USA Computers , Kumily, 08/2007 Tally		

LANGUAGES	Hindi: First Language		
	Arabic:	B1	English: B1
	Intermediate		Intermediate
	Tamil: C2		Malayalam: C2
	Proficient		Proficient

PERSONAL DETAILS	Passport No: S6670122		
	Date of Expiry: 16-07-2028		
	Gender: Male		
	Date of Birth: 30-11-1984		
	Nationality: Indian		
	Marital Status: Married		