

SALES ASSOCIATE

NAVEEN N V

Career Objective

I am looking forward to a challenging position that entails an extra ordinary hands at deft with highly progressive and reputable organization committed to impact excellence utilizing my expertise and skill to maximum.

PROFESSIONAL EXPERIENCE

PURCHASE AND SALES

AVS Worldwide Jewelers- Bandan Gold (U.A.E) FROM 01-09-2017 to 27-02-2019

- ❖ Greets and meets customers on arrival at the shop
- ❖ Listens attentively to a customer's needs and gives explicit explanation to satisfy such a customer
- ❖ Presents the customer with the needed jewelry and provides information, such as pricing; and gives a discount if need be
- ❖ Helps customers to wrap and bag their purchases
- ❖ Provides pricing information to the cashier alongside the weight of the items purchased
- ❖ Helps to facilitate payments after every purchase
- ❖ Helps in the daily display of all items that are available for sale in the shop
- ❖ Introduces sales promotion to customers so as to entice them to make purchases
- ❖ Ensures that products are well arranged in orderly manner
- ❖ Properly operates a cash register and maintains all financial transaction effectively and efficiently too
- ❖ Strictly adheres to company policies
- ❖ Helps customers to make the right decisions so they can make the right jewelry purchases
- ❖ Explains warranties and guarantees on each piece purchased by a customer
- ❖ Ensures all documents relating to the purchase of any jewelry are also bagged with the goods purchased
- ❖ Ensures that all pieces of jewelry are returned to their secured places after the day's business

MERCHANDISER

ESTEEM TRADING COMPANY LLC (U.A.E) FROM 2003 TO 2007

- Plan and develop merchandising strategies that balance customers' expectations and company's objectives
- Analyse sales figures, customers reactions and market trends to anticipate product needs and plan product ranges/stock
- Collaborate with buyers, suppliers, distributors and analysts to negotiate prices, quantities and time-scales
- Maximize customer interest and sales levels by displaying products appropriately
- Produce layout plans for stores and maintain store shelves and inventory
- Forecast profits/sales and plan budgets
- Monitor stock movement and consider markdowns, promotions, price changes, clear outs
- Build constructive customer relationships and team with channel partners to build pipeline and close deals
- Remain up to date with industry's best practices Maintaining production records

DECLARATION

I hereby declare that all the information furnished above is true to the best of my knowledge and belief.

Place: Dubai

NAVEEN N V



PERSONAL DETAILS

Date of Birth : 20-04-1978

Nationality : Indian

Marital Status : Married

Passport No : V2115963

Visa Status : Visit Visa



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EDUCATION

SSLC

Govt. of Kerala,India