



MUHAMED ASHIK KOZHIKKAL

SALES AND MARKETING EXECUTIVE /MERCHANDISER



+971569119773



ashif8831@gmail.com



ABU DHABI

To seek challenging career with a dynamic organization that offer the opportunities knowledge and abilities to explore and grow and enabling me to contribute positively towards the organization Profitability goals

Strengths

Curiosity
Modesty
Sales ability
Good observational skills
Innovation
Sense of responsibility
Relationship builders
Eternal learners
Creativity
Adaptability



Passport and Visa Detail

Passport Number-M2925236
INDIAN, KERALA

Visa Type- Visit Visa
Visa Expiry- SEPT 2022

Date of Birth:12/03/1995

Marital Status: Married

Nationality: Indian, Kerala

Language

HINDI: Reading, Writing & Speaking

ENGLISH: Reading, Writing & Speaking

MALAYALAM: Reading, Writing & Speaking

ARABIC: Reading, Writing,



UAE Driving License details

NO: 2664840

Place of Issue: Abu Dhabi

Issued Date: 27/03/2021

Date of Expiry: 26/03/2023

Work Experience



PARCO HYPERMARKET -MAFRAQ

Supervisor and coordinator

Responsibilities

2 YEAR EXPERIENCE

- Set goals for performance and deadlines in ways that comply with company's plans and vision and communicate them to subordinates
- Organize workflow and ensure that employees understand their duties or delegated tasks
- Monitor employee productivity and provide constructive feedback and coaching
- Receive complaints and resolve problems
- Maintain timekeeping and personnel records
- Pass on information from upper management to employees and vice versa
- Prepare and submit performance reports
- Decide on reward and promotion based on performance
- Hire and train new employees
- Ensure adherence to legal and company policies and procedures and undertake disciplinary actions if the need arises

Technical skill

- Identifying Buyer Needs
- *Intentionally Good*
- *Study Behavioural Science*
- *Expert at Communications*
- *Phone Etiquettes*
- *Channel Social Engagement*
- *Sharpen Marketing Intellect*
- *Project Managers*
- *Perseverance*

Soft skill

- Analytical Skill
- Information Technology
- Positive Attitude and Self motivated
- Responsible
- Efficiency
- Customer Service
- Verbal and Written communication

Hobbies



Listening music - Reading - Playing - Travelling



EDUCATION QUALIFICATION

SECONDARY EDUCATION

Gov: Kerala Board of Higher

HIGH SCHOOL EDUCATION

Gov: Kerala Education department



SALES AND MARKETING EXECUTIVE

VAN SALES EXECUTIVE CUM DRIVER

Responsibilities

2 YEAR EXPERIANCE

- Driving van to different locations to sell products
- Promoting new products to clients
- Undertaking the delivery of purchase orders
- Preparing, updating, and maintaining sales report
- Keeping an eye on competitor behaviour and sales strategies
- Collecting payments and maintaining an accurate record of the same
- Delivering all the products in a safe and timely manner
- Meeting monthly and yearly sales targets
- Maintaining the van in proper working order
- Cleaning the van interior and exterior on a regular basis
- Scheduling timely servicing appointment for the



CARRIER POINT CUSTOMER SERVICE

- ✓ Reviewed customer feedback to predict sales trends and seasonal stock demand.
- ✓ Monitored sales and identified any losses or stock wastages.
- ✓ Consistently exceeded monthly sales goals by successfully implementing various marketing strategy.
- ✓ Collaborated with executives, marketer sand sales people to set price that are good for the marketand profit.
- ✓ Go to know the customer base and understood their motivation and sales drivers.
- ✓ Briefed staff on stock display and rotation to ensure every space is optimized.
- ✓ Assessed the effectiveness of different product displays and store layout on sales figures.
- ✓ Made predictions based on sales data, customer feedback and market trends.
- ✓ Introduced various marketing strategies to increase sales.
- ✓ Researched and monitored industry trends and customer behavior to anticipate demand and changes in buying patterns
- ✓ Introduce and sold company product through cold and planned presentation and convincing to a variety of differentcustomer.
- ✓ consistently exceed monthly sales goal thus received bonuses.