

ISHAQ PONNAN

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CAREER OBJECTIVE

Holding valid UAE driving license and having experience in Retail Merchandiser and Sales Executive to obtain a challenging position that provides me opportunities to exploit my knowledge and extensive development skills to the extreme levels of my ability and to continually upgrade myself to the highest levels of expertise enabling the organization to achieve its target and growth.

PROFESSIONAL SUMMARY

- Business Development
- Market & competitive analysis
- Consultative/Solution selling
- National accounts
- Customer acquisition strategies
- Account management
- Contact negotiation
- Pricing and proposals

ACADEMIC PROFILE

BACHELOR OF COMMERCE (B. Com)

UNIVERSITY: UNIVERSITY OF KANNUR, KERALA, INDIA

HIGHER SECONDARY EXAMINATION

INSTITUTION: STATE BOARD OF HIGHER SECONDARY EDUCATION, KERALA, INDIA

SECONDARY EXAMINATION (SSLC)

INSTITUTION: STATE BOARD OF SECONDARY EDUCATION, KERALA, INDIA

PROFESSIONAL EXPERIENCE

RETAIL MERCHANDISER

CONVENIENCE ARABIA LLC, DUBAI, UAE - Sep 2019 – Sep 2021

- Collaborating with suppliers, manufactures and stores to ensure proper execution of plans.
- Creating and organizing promotions and advertising campaigns.
- Managing layout plans of store and maintain inventory of product.
- Analyzing sales figure –reporting growth, expansion and change in markets.
- Optimizing sales volume and profitability by identifying profitable lines and best sellers.
- Make recommendation for promotional strategies using sales and pricing data.

ACCOUNTANT & CASHIER

QUALITY CEMENTS, KANNUR, KERALA, INDIA - Sep 2017 – Sep 2018

SALES EXECUTIVE

ABC SALES CORPORATION, KANNUR, KERALA, INDIA - Apr 2016 – Aug 2017

CASHIER

McDonald's, AJMAN, UAE - Mar 2014 – Feb 2016

SALES EXECUTIVE

AL MISBALI TR CO, KANNUR, KERALA, INDIA - July 2011 – Aug 2013

AREA OF SKILLS

- ❖ More than 6-year progressive experience in the field of sales executives, Customer service and Accounts.
- ❖ Conversant with providing courteous and continuous attentions to customers.
- ❖ In-depth knowledge of communicating product knowledge to customers and keeping abreast of promotional activities of stores.
- ❖ Ability to adapt easily to different situations, environment and flexibility with different people.
 - ❖ Committed and fast learner.
- ❖ Persistent to achieve target required.
- ❖ Ability to cope and manage things under pressure.
- ❖ Positive attitude, flexible and open to work shift.

Technical

- ❖ Proficient in MS Office application - Excel, Word, PowerPoint
- ❖ Well versed in Accounting Packages (Tally ERP)

Languages

- ❖ English, Malayalam, Tamil & Hindi.

UAE Driving License

- ❖ License No:2667082
- ❖ Place of Issue: Abu Dhabi
- ❖ Expiry:03 Apr 2023

PERSONAL DATA

Date of Birth: 13-05-1991 **Marital Status:** Single
Gender: Male **Nationality:** India
Passport No: U220024
VISA Status: Visiting VISA (Expired on 29/05/2022)

DECLARATION

I hereby declare that, the above information is true and correct to the best of my knowledge ISHAQ PONNAN