

MUNEER NETTANCHOLA

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CAREER OBJECTIVE:

OBJECTIVE: To be a part of a winning team and contribute to its victory. With the ability to work as part of a busy team across various processes and activities, a flexible and adaptive approach in managing, prioritizing a varied and challenging workload, Hope to be valued for everything my employer invests in me.

STRENGTHS:

- Ability to manage teams
- Strong interpersonal skills
- Ability to meet targets
- Problem-solving skills
- Good Communication Skills in English, Malayalam, Hindi

ACADEMIC CHRONICLE

M.B.A -Human Resource & Marketing

Mohammed Sathak College of Arts and Science, Chennai
Affiliated to Madras University, Passed in May 2010.

Bsc.Computer Science

Majlis Art and Science College.
Affiliated to Calicut University. Passed in May 2007.

Higher Secondary School

MSMHSS.
Affiliated to Kerala state board. Passed in April 2004.

WORK EXPERIENCE:

Area Sales Manager --OPPO KERALA PVT Ltd, India (2017 April -2022 June)

- Managing, training, and motivating the existing sales team to drive revenue growth
- Manage efficient distribution networks for sales
- Develop efficient and creative sales and marketing strategies for the assigned territory and target setting for the sales team
- Collecting customer and market feedback and reporting the same to the organization
- Monitoring sales team performance, analyzing sales data, periodical forecasting, and reporting to zonal heads

- **Store Manager - Dell India PVT Ltd, India-** (2014 October -2017 April)
 - Managing and motivating staff.
 - Determine price schedules and discount rates.
 - Making sure that store meets sales targets
 - Running promotions
 - Managing stock levels
 - Analyzing sales figures
 - Forecasting future sales
 - Resolve customer complaints regarding sales and service.
 - Direct and coordinate activities involving sales of products and services.
 - Customer follow up
- **Branch Head -Thai Group of Companies (FMCG) –**(2013 June-2014 September)
 - Administration
 - Sales
 - Inventory
 - Accounts
- **Relationship Manager -Muthoot Securities Ltd, India –**(2011 Jan-2012 Oct)
 - Deal clients to trade under NSE&BSE
 - Opening trading Account
 - Experience in handling back office and petty cash.
 - Selling mutual fund and insurance.
 - Monitoring and advising the Clients for Trading

SOFTWARE SKILLS:

Microsoft Office	: Word, Excel & Power point
Languages	: C, C++, FoxPro
Internet	: Working knowledge its applications.
Accounting	: Tally

LANGUAGES KNOWN:

English, Malayalam, Hindi and Tamil

PERSONAL PROFILE:

Father's Name	: Saidalu NC
Date of Birth	: 17 th March 1986
Marital Status	: Married
Nationality	: Indian
Religion	: Muslim
Passport Number	:G1634412

The above said information is true to the best of my knowledge.

Date

Place

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