

VISHNU THANKAPPAN PILLAI

Purchase Professional

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Dynamic and result oriented professional with 5 years of exceptional performance in Purchase sales, administration, client relations and customer service. Demonstrated competencies in formulating and establishing products awareness with developing of new products. Highly motivated and successful team member who has achieved sales goals and delivered highest standards thus contributing greatly to company's revenue growth. Possess outstanding communication, planning, coordination, time management, problem solving and interpersonal skills.

STRENGTHS

- + MBA with 5 years proven work experience
- + Purchase, Sales & Marketing Communication
- + Profit Maximization & Revenue Achievement
- + People Management & Team Player
- + Expertise in Purchase, Sales & Admin
- + Negotiation & Coordination Skills
- + Holding valid UAE DL (exp.12/11/2025)
- + Good Hand in MS-Office, Outlook

EDUCATION

Master of Business Administration - Sikkim Manipal University, India

2014

CAREER SNAPSHOT

Falcon pack, Sharjah, UAE	Purchase Executive	May 15, 2018 to present
Emirates Industrial Converting Factory (EICO), Sharjah, U.A.E	Purchase coordinator	Aug 2015- March 2018

AREAS OF EXPERTISE

- Competencies in communication results-oriented client relations, business development, customer service and marketing operations.
- Proper purchase practices through SAP & SAGE
- Adopt strategic and systematic approach on sales of growing businesses; carry out business planning, implementation.
- Work with the team in identifying product characteristics that will appeal to consumers.
- Uphold knowledge of all product lines, policies/ procedures and support services of company. Handle product management.
- Set up market research studies and collection of data used to identify demand & awareness for products.
- Issues handling across business operation and visibility implementation to ensure proper day to day business.
- Ability to perform under pressure and stressful conditions.
- Highly organized, dedicated with a positive attitude
- A quick learner & Team player.

Current Employer : Falcon pack, Sharjah, UAE

From May 15, 2018 to till date
Functional Area: Procurement

Falcon pack, Sharjah:

Job Profile / Responsibilities,

- ❖ Purchase in accordance with rules /guidelines through SAP / SAGE
- ❖ Procurement of raw materials for production from local suppliers
- ❖ Trading goods (finished) for sales centers and sales team.
- ❖ Procuring customized items for sales team
- ❖ Ensuring proper branding in trading items in coordination with sales team
- ❖ Coordination with sales and production
- ❖ Effectively communicating with colleagues in a professional and friendly manner.
- ❖ Supporting the field sales team.

Previous Employer : Emirates industrial converting factory (EICO).

From Aug 2015 to March 2018
Functional Area: Purchase, Coordination

Emirates Industrial Converting Factory (EICO),

Job Profile / Responsibilities,

- ❖ Purchase the raw material through management approval.
- ❖ Worked with senior in a professional and friendly manner.
- ❖ Find the right suppliers for right product.
- ❖ Negotiating with suppliers for better prices.
- ❖ Ensuring the products are delivered on time.
- ❖ Maintaining relationships with existing suppliers while seeking new ones.
- ❖ Getting feedback from customers through sales team
- ❖ Reacting to any changes in customer demand
- ❖ Monitored Stock control

Personal Details

Present Address	:	Ms.Shaikha G+6 Building, Room 104 Butina,Sharjah
Nationality	:	Indian
Date of Birth	:	29-12-1989
Passport No	:	L9339110

