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ARUN KUMAR

SALES PROFESSIONAL



Dubai, United Arab
Emirates



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PERSONAL DETAILS

Date of birth: 17/03/1990

Nationality: INDIA

Visa status: COMPANY SPONSER

Marital status: MARRIED

DRIVING LICENSE

Driving license category
VALID UAE DRIVING LICENSE

LINKS

Linkedin:

<http://linkedin.com/in/arun-kumar-8368b046>

A Sales Professional with **8 years** of significant experience in Sales, Business Development, Strategic Planning, merchandising Management and Operations in UAE

- **Sales Executive** at Farm Fresh LLC (Gulf Marketing group) from Oct 2020 to Dec 2021.
- **Sales Executive** at Agthia Group P.J.S.C.(Al Ain Food & Beverages P.J.S.C) Since October 2017 to June 2020.
- **Sales /Merchandiser** at T Choithram and Sons LLC Oct 2012 to Aug 2017.

WORK EXPERIENCE

FARM
FRESH LLC
(GULF
MARKETING
GROUP)

Oct 2020- To Dec
2021
DUBAI

SALES EXECUTIVE

Worked as **Sales Executive at Farm fresh LLC (GULF MARKETING GROUP).**

- Setting sales goals and developing sales strategies.
- Managing, training and supervising junior staff.
- Contacting potential and existing customers on the phone, by email, and in person.
- Handling customer questions, inquiries, and complaints.
- Preparing and sending quotes and proposals.

SKILLS

Leadership

Business Development

Multi Task

Resource Management

Communication

WINDOWS

SAP & MS OFFICE

COMPUTER SKILLS & COURSES

(SAMBAT) Sree Sankaracharya
Accounts Management and
Business Allied Training.

**Sree sankaracharya
computer center , Kannur ,
Kerala (Duration 2010-
2011)**

-  **WINDOWS OPS**
-  **SAP - RETAIL MODULE**
-  **TALLY ERP9,PEACHTREE
AND QUICKBOOS**
-  **MS OFFICE AND
INTERNET.**

**AL AIN FOOD AND
BEVERAGES
(AGTHIA GROUP
PJSC)**

Oct 2017 – June
2020
DUBAI

**CHOITHRA
M AND
SONS LLC**

Oct 2012 - Aug
2017
DUBAI

- Managing the sales process through specific software programs.
- Building and maintaining a CRM database.
- Meeting daily, weekly, and monthly sales targets.

SALES EXECUTIVE

Worked as **SALES EXECUTIVE at AL AIN
FOOD AND BEVERAGES (AGTHIA
GROUP PJSC**

- working closely with visual-display staff and department heads to decide how goods should be displayed to maximize sales.
- monitoring slow sellers and taking action to reduce prices or set promotions as necessary.
- analyzing the previous season's sales and reporting on the current season's lines
- gathering information on customers' reactions to products.
- Supports other team members wherever possible in order to achieve individual and Team targets.
- controlling stock levels based on forecasts for the season

SALES / MERCHANDISER

Worked as a **Sales merchandiser at
T CHOITHRAM AND SONS LLC.**

- Responsible for checking expiry dates
- Stocked and maintained product display in acquiescence with company standards
- Responsible for cleaning of shelves; stamps, marks or tag price on merchandise.

LANGUAGES

ENGLISH

HINDI

MALAYALAM

TAMIL

EDUCATION

BACHELOR

NEHRU ARTS & SCIENCE
COLLEGE /
KERALA,INDIA /
2010

HIGHER SECONDARY
EDUCATION

GHSS PILICODE /
KERALA, INDIA / 2007

HIGH SCHOOL

RAJAH'S SCHOOL /
KERALA, INDIA / 2005

HOBBIES

- Cricket
- Football
- Shuttle

- Assuring stock delivery on time to the stores and to the warehouse.
- Give the right market feedback to the Retail Manager
- Ensure Products Availability for day-to-day requirements.

REFERENCES

- REFERENCES SHALL BE PROVIDED ON REQUEST.