

Sultan Gawai

Sales/Inventory Manager

Dedicated and results-driven Sales and Inventory Manager with a proven track record of optimizing sales operations and driving profitability. Possesses exceptional leadership skills and a strong understanding of inventory management principles. Demonstrates expertise in streamlining processes, implementing effective sales strategies, and ensuring accurate inventory control.



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WORK EXPERIENCE

Inventory Manager Modern Foods

02/2020 - 10/2022

Vijayawada, India

Achievements/Tasks

- Monitor stock levels and reorder products to maintain optimal inventory.
- Implement strategies to minimize food waste through effective stock rotation and disposal protocols.
- Develop and maintain relationships with suppliers for timely deliveries and quality products.
- Conduct regular audits to ensure accuracy of inventory records and prevent discrepancies.
- Prepare regular reports on inventory performance, stock turnover rates, and potential issues.
- Monitor inventory costs and develop strategies to reduce expenses without compromising quality.

Sales Manager Navrang Fresh

03/2023 - 08/2024

Vijayawada, India

Achievements/Tasks

- Create and implement effective sales strategies tailored to the food market.
- Analyze market trends and competitor offerings to identify opportunities for growth.
- Build and maintain strong relationships with customers to enhance loyalty and repeat business.
- Prepare and present sales reports to management, highlighting successes and areas for improvement.
- Work closely with the inventory manager to ensure product availability aligns with sales forecasts.

EDUCATION

Bachelor of Commerce

Anjuman Arts, Science, Commerce and PG center.

08/2016 - 12/2019

PRE University

Anjuman PU college

06/2014 - 04/2016

SKILLS

Organization

Analytical

Problem-solving

Persuasion

Analysis

Creativity

Strategy

Negotiation

Collaboration

PERSONAL PROJECTS

New Store Launch Campaign: (06/2021)

- Develop a comprehensive marketing campaign for the opening of a new store, including promotional materials, social media strategies, and in-store events.

Sales Training for Staff: (06/2021)

- Trained new staff for the new store.

Market Research Study: (12/2021)

- Conduct thorough market research to identify trends, customer preferences, and competitive analysis in the local dining scene.

ACHIEVEMENTS

Top Sales Performer (07/2024)

LANGUAGES

English

Professional Working Proficiency

Kannada

Limited Working Proficiency

Hindi

Professional Working Proficiency

Telugu

Limited Working Proficiency

Urdu

Full Professional Proficiency

INTERESTS

Reading

Exploring

Adventure

Travelling