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| **KANNAN KOLLARA JAYAPARAKASAN** To work in a challenging environment and to excel my ability in my field of work professionally. Looking forward to work in a professionally Managed organization with a great learning atmosphere. My aim is to be professionally matured to become a top-level manager with self-motivation and dedication.Contact **MOB: +971 50 191 6930**  **EMail:kannankollara@hotmail.com**  **PERSONAL DATA**  Date of Birth: 24.01.1987  Sex: Male  Nationality: Indian  Marital Status: Married  Passport No : N1831144  Place of Issue: DUBAI  Issue Date : 03-11-2015  Expiry Date : 02-11-2025 Hobbies Photography,  Badminton,  Swimming,  Driving &  CSR activities  **LANGUAGE**  English (Speak, write, and read) Malayalam (Speak, write, and read)  Hindi (Speak, write, and read)  Tamil (Speak)    **IT SKILLS**    Windows/Mac OS, MS Office, Outlook Express, Internet Application& Oracle Logistic Warehouse Management  **VISA STATUS**  **VISITING** Declaration I hereby declare that the above furnished details are true to the best of my knowledge and belief.  Yours Sincerely  KANNAN KOLLARA |  | EDUCATION  * Bachelor in Commerce from Calicut University 2010 * IATA-FIATA Cargo Introductory 2006 * Essential sales skills at Mars University 2014 * Logistics & Warehouse Management (Oracle)by Al Tayer Logistics 2009  WORK EXPERIENCEOasis cuisines L.LC(Sep 2015 – Sep 2019) **Sales Executive & Business Development**   * Established  effective distribution network across UAE * Developed the Key Retail sales network across UAE with the top retail chains. * Expanded the Sales operations network in all major cities of UAE * Maintain steady in-store visitation frequency to ensure implementation of brand presence, door volume, visual roll-out and driving turn * Used effective tools to improve Brand Imaging in all major sales channels. * Representing the company in various exhibitions and trade fairs * Proper execution of order and dispatch it on time. * Develop relations between company and client following details to ensure quick response to identified problems * Achieved a healthy business growth of 28% over last year and increased profitability by proper utilization of logistics/Storage and handling of the fresh produce.  GULF CO (JUMA AL MAJID GROUP(Feb 2012 – Aug 2015)Key Account Sales & Merchandising (  * Making new business and proactive merchandising as per the planogram * Launching and distributing several products * Updates on stock details and first in first out system * Updating daily based sales report and market remarks * Kept comprehensive records of store inventory. * Utilized inventory reports to help increase sales and volume for each account, brands WRIGLEY’S, TANG   **AL TAYER GROUP**  **(Dec 2008 – Jan 2012)**  **Logistic Assistant**   * Ensure distribution of 100% achieved on monthly basis target * Responsible for tracking & monitoring the stock at the retail stores and products rotation * Plan & conceptualize strategies to achieve business goals of the branch aimed towards the growth in business volumes as well as profitability, ensuring the usage of modernized tools of development, expansion and diversification as per the need and resources available * Handing luxury brand ARMANI, GUCCI, YSL &HARVEY NICHOLS   **HDFC BANK INDIA**  **Jan 2007 – 2008 Nov**  **Business Development Executive**   * Conducted sales promotional activities, developing sales from corporate sector and achieve 15% growth within a very short span of 6 month * Introduced various schemes offered by company to the target customers * Filtered cases according to credit norms before it reaches credit department * Conducted completion analysis, channel performance analysis and routing MIS.  SKILS  * Driving business growth through identification of new market segment for attainment targets with view optimize revenue * Forecasting sales targets and executing them in given timeframe thereby enhancing existing clientele * Developing and appointing new business partners to expand product reach in the market * Effectuating sales promotional activities for brand building & market development * Conceptualizing new models in order to eliminate the defects in the old models * Planning effective manpower deployment & work scheduling of qualified workforce * Initiating and developing relationship with key decision makers in target organization for business development * Identifying prospective clients from various sectors, generating business from the existing thereby achieve business targets. |
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