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### **CAREER PROFILE**

Self-motivated retail and wholesale leader with more than 2 years of active experience – Possess the required determination to improve performance with utmost sense of obligation and carefulness.

Notable managerial qualities that can help in managing the work efficiently for achieving the goals:

Effective Communicator | Decisive | Delegating Talents | Ability to Listen | Organized  
Naturally Persuasive | Desire and Ability to Solve Problems  
Self-Starter and Finisher

### **WORK EXPERIENCE**

ORGANISATION : KARIVELIMATTAM CHITS PVT LTD

LOCATION : COCHIN

DESIGNATION : BRANCH MANAGER

PERIOD : 2013 OCTOBER TO 2016 AUGUST

ORGANISATION : MCR TEXTILES PVT LTD

LOCATION : ERODE, KOCHI

DESIGNATION : AREA SALES MAN

PERIOD : 2016 OCTOBER TO 2020 DECEMBER

ORGANIZATION. : TECHNO TRADE RETAIL SERVICES PVT LTD

LOCATION. : ERNAKULAM

DESIGNATION. : WARE HOUSE ASSISTANT

PERIOD. : February 2021 (Continuing)

**KEY ACTIVITIES :**

To make each retail units as independent profit centre

Sales planning, forecasting and execution

Team and infrastructure management

Achieve monthly, quarterly and Annually sales targets

Maximize profit and reduce cost

Follow up and ensure clients payment in time, Analyzing sales figures and forecasting future sales

Ensuring standards for quality customer service

Ensure that all employees and departments is adhering with all policies of organizations

Dealing with staffing issues such as interviewing potential staff, conducting appraisals and performance reviews.

Managing and motivating a team to increase productivity;

Handling distributors and channel sales.

**EDUCATION QUALIFICATIONS**

# Completed MBA in Finance from Bharathiyaar university, Coimbatore (2015-2016)  
Second class

# passed plus two in 2008

# passed SSLC from Hill Valley Higher Secondary School, Thrikkakara in 2006

Data Entry from Govt Industrial Training Institution in 2012

Office Secretary /PRO from Service Society in 2011

**LANGUAGE KNOWN**

ENGLISH, MALAYALAM, HINDI, TAMIL(Speak only)

**SKILLS:-** Sales and Marketing, Manager, Staff Management, Team Handling

I hereby declare that all the above- mentioned information is correct to the best of my knowledge & belief.

DATE – 02-10-2021

SIGN

PLACE: COCHIN

RIYAS ASEES