**Juliam Prim**

Address: 72567, Dubai, United Arab Emirates

Nationality: India

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**Profile**

A highly motivated e-commerce professional having 4+ years of work experience in online sales and business development. Successful track record of expanding the business through various channels.

**Experience**

08/2016 - present, E-commerce Consultant, Freelancer, Dubai, United Arab Emirates

* Developed and implemented the customer centric sales plan across both marketplace and Website for Comcom General Trading.
* Responsible for merchandising, sourcing, marketplace account management functions.
* Delivered promotional activity to drive sales and competitiveness whilst supporting effective stock management.
* Maximized margin delivery by managing sourcing efficiently and provided relevant and credible product offers that met customer needs.

03/2016 - 08/2016, E-Commerce Manager, Promate Technologies, Dubai

* Responsible for planning and selling the company’s products to all eCommerce platforms (Souq.com, Wadi, Jadopado, Crazydeals etc)
* Develop eCommerce sales strategy, forecast sales volumes and manage sales processes for each account to achieve sales goals.
* Manage the content creation and listing of products across all marketplaces.
* Grow existing etailer accounts' businesses and develop new ones.

03/2014 - 02/2016, E-Commerce Executive, Etrends Trading LLC, Dubai

* Manage and confirm orders on different marketplaces (Souq.com, Wadi,Jadopado, Crazydeals etc)
* Listing of products on online channels
* Manage the top selling account on Souq.com (Store Name -iStore)
* Review and ensure product listings are clear, complete & meet the standards
* Develop sales strategy for existing inventory and new product launches
* Review competitors and keep track of new products and their pricing
* Monitor daily sales, inventory and generate reports
* Research for content, marketing avenues and new business opportunities
* Provide solutions to optimize system and improve process
* Forecast future buying trends and seasonal events.

07/2011 - 09/2013, Business Development Executive, Alfa Marketing, Kochi, India

* Management of online store (Electronics, Mobile Accessories, Households, Kitchenware,etc) on eBay India
* Market Research on new and best-selling products
* Sourcing of products at best prices

**Education**

06/2011 - 05/2013, MBA (Sales and Marketing), Cochin University of Science and Technology, Kochi, India

Sales , Marketing, Branding , Business Development, Advertising

07/2007 - 06/2010, Bachelors in Animation, Bharathidasan University, Kochi, India

**Skills**

Computer skills

MS Excel

MS PowerPoint

Google Analytics

Google Adwords

Adobe Photoshop

Languages

English

Hindi

Malayalam

Arabic

**Core Competencies**

Good written,verbal communication and interpersonal skills

Good understanding of online sales, marketing and the various channels

Ability to work effectively within fast paced, diverse cross functional teams

Strong networking and persuasion skills

Self Motivated and Results Oriented