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| **BHUSHANRAJ BHARATI** | **Mobile No: +91-9313535142****Email:** **bhushanrajbharati@gmail.com** **UAE Driving License No: 2046581 Passport No: W6285217 Citizenship: INDIAN**\***Work Visa Required** |

A millennial with an inventive mind and superb problem-solving skills, who is skilled in conceptualizing and implementing modern sales strategies to help businesses grow. A highly detail-oriented professional who thrives in a fast-paced environment where they are constantly learning and growing. A team-player who is effective at building 7and maintaining relationships that align with business goals and objectives.

# WORK EXPERIENCE

**SUNRISE FIBC SOLUTION vadodara –(January 2023 to ongoing)**

## Sales Executive

* Generating leads, Scheduling Meetings and exceeding sales goals. Negotiating all contracts with prospective clients. Client presentation. Working with technical team members on a daily basis to ensure quality of services and effective communication.
* Helping determine pricing schedules for quotes, promotions and negotiations. Preparing weekly and monthly reports. Understanding and promoting company programs. Obtaining deposits and balance of payment from clients. Preparing and submitting sales contracts for order. Visiting clients and potential clients to evaluate needs or promote products and service. Establishing and maintaining relationships with current and potential clients.
* Coordinating sales efforts with marketing programs. Answering client’s questions about credit terms, products, prices and availability. Preparing plan for Monthly and weekly achieving target Sales and collections. Handling sales and collection records and making monthly sales statement. Reporting monthly, quarterly and annual sales activities to the organization's management. Performing other duties as required by top management.

**CHOITHRAMS AND SONS DUBAI UAE -** *(oct 2014 to March 2020)*

## Sales Merchandiser for Rainbow milk Division (Employee Id 13707)

 **Handling Carrefour group , sharjaha coop ,Lulu ,Safeer and Nesto Group.**

* + Make planning of visit outlet on daily, weekly and monthly basis
	+ Design and set up attractive advertising displays of merchandise on shelves, counters, or tables to lure in customers and boost sales. Receive, open, unpack, and organize the sales floor's merchandise.
	+ Put new or transferred merchandise on the stock shelves, racks, cases, bins. Examine the merchandise to identify items that need to be reordered or replenished with FIFO method.
	+ Plan product ranges and prepare sales and stock plans in conjuction with buyers.
	+ Work closely with visual display staff & department heads to decide how goods should be displayed to maximize sales.
	+ Produce layout plans for stores, forecast profit and sales volume and profitability of designated product areas.
	+ Plan budget and present sales forecasts and figures for new ranges control stock levels.
	+ Reporting to superviser and manager on daily, weekly and monthly basis.
	+ Present spreadsheets and graphs analyse every aspect of bestsellers ensuring that they reach their full potential maintain awareness of competitors performance .

**Hyper Panda Dubai UAE-** (July 2011 to Sep 2014)

## Sales Stocker in Hyper Panda Dubai.

* Compare the merchandise listed on your invoices to what you've actually received to ensure that your shipments are correct.
* Design and set up attractive advertising displays of merchandise on shelves, counters, or tables to lure in customers and boost sales. Receive, open, unpack, and organize the sales floor's merchandise.
* Put new or transferred merchandise on the stock shelves, racks, cases, bins, and tables. Examine the merchandise to identify items that need to be reordered or replenished.
* Answer customers' questions about merchandise and advise them on what to buy. Based on the available space, merchandise on hand, customer demand, and advertised specials, requisition merchandise from the supplier. Stamp, attach, or change price tags on the merchandise.

**Dabur India Pvt Ltd** - (May 2008 to Nov 2010)

## Sales Supervisor

* Dabur India Ltd. is one of the leading FMCG groups in India, as well as a leading producer of pharmacy products, ayurvedic medicines, and natural healthcare products. It is one of the largest consumer product companies in India with a presence in over 25 countries and a portfolio comprising over 600 brands.
* Helping to Manage company stocks for the monthly sales meeting and seasonal purchases. Supervising and Maintaining inventory flow from backroom to sales floor.
* Manage market intelligence data and reporting on competitor activities. Manage sales and achieve targets in a timely manner.

# SKILLS AND EXPERTISE

* **Computer Skills:** Power Point Presentations, Document Preparations, Database handling (EXCEL)
* **Competencies:** Analytical Thinking | Business Acumen | Quantitative Analysis | Time Management | Interpersonal Communication | Collaboration
* **Languages:** English (Bilingual) | Hindi (Native/Bilingual) | Marathi (Native/Bilingual)

# EDUCATION

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| **B.A (ADMINISTRATION)**Jalgaon University Maharashtra INDIA **HSC (Higher Secondary Certificate)** State board of Maharashtra, Nasik INDIA **SSC (School Secondary Certificate)**State board of Maharashtra, Nasik INDIA | *APRIL 2007**JUNE 2003**MARCH 2000* |

**PERSONAL DETAILS**

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| **Permanent Address:** | 408, shubh tower shreem satatay building,Near nilamber orients sunpharma road.Gujarat India |
| **Date of Birth:** | 19th April 1984 |
| **Marital Status:** | Married |
| **Hobbies:** | Reading, Playing Cricket and Travel |

I hereby certify that the information given above is true to the best of my knowledge. I am excited to be a part of your esteemed organization. **BHUSHANRAJ BHARATI**