

MOTHSIN CHOUGULE

Visual Merchandiser

Valid UAE Driving License

Umm Suqeim, Dubai,
United Arab Emirates.

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SUMMARY

- ✪ As Sales Executive, have extensive expertise in client needs analysis with a consultative approach to international fashion and home appliances sales & expert at providing support and guidance by researching and recommending new opportunities to increase profit and identify selling possibilities and customer service.
- ✪ Want to serve in a progressive organization offering job satisfaction & challenging working environment with vast opportunities for career development based purely upon achievement & results.

PROFESSIONAL EXPERIENCE

Experience : 8 Years & 3 Months				
Sr. No.	Company	Designation	Years	Duration
1	JASHANMAL GROUP - Dubai	Visual Merchandiser	3 Years	November 2015 –2019
2	Al Yousuf L.L.C - Dubai	Visual Merchandiser	5 Years & 3 Months	June 2010 – September 2015

EXPERIENCE

JASHANMAL GROUP, Dubai- UAE - Visual Merchandiser

NOVEMBER 2015 - 2019

Job Functions & Responsibilities:

- Representing international brands like Russell Hobbs and Electrolux, especially in Kitchen appliances and Power Retailers like Carrefour, Sharaf DG, Lulu, Al Maya, Sharjah cooperative, Aswaq & Dealer Market.
- Understanding of business development & sustainability.
- Interacting with the Management and also the Sales Managers to discuss the issues concerned to the Accounts.
- Regularly interacting and managing a team of merchandisers, monitoring their sales performance on daily basis and ensuring their targets to be achieved based on sales budget.
- Analyzing & reviewing the market response / requirements and communicating the same to the sales teams for the accomplishment of the business goals.
- Conducting market research to identify selling possibilities and evaluate customer needs.
- Effectuating pre-planned sales strategies for the accomplishment of performance milestones.

- Ensure the availability of stock for sales and demonstrations
- Resolving escalated customer complaints.
- Adhering regulations and standards applicable to the products and services.
- Achieving the sales target and performing an annual appraisal for the sales staff.
- Identifying business opportunities and target markets.
- Check quantity and quality of products prior to delivery.
- Review self-sales performance with a view to improving it.
- Train sales staff how the product should be displayed and sold.

AL YOUSUF L.L.C, Dubai- UAE - Visual Merchandiser

JUNE 2010 - SEPTEMBER 2015

Job Functions & Responsibilities:

- Worked closely with the management, marketing team & other cross-functional teams to increase sales.
- Partnered & Coordinated with marketing team for in store layouts with brand guidelines and strategy.
- Assessed weekly reports in order to fulfill merchandising needs and properly showcase key items.
- Analyzed sales figures and forecasted future sales volumes.
- Involved in rearranging, remerchandising & replenishing new stock as it arrives.
- Maintained budget guidelines & recommended new opportunities to improve profit and services.
- Performed administrative duties, supervised and trained warehouse assistants in each showroom.
- Successfully reached & exceeded Company directed performance goals.
- Organized & effectively and efficiently utilized the of store space.
- Checked & monitored branding and promotion implementation in the outlet.
- Communicated with store teams to plan floor and merchandise layout
- Assisted in merchandising & Identified and sourced display components.
- Developed and maintained positive customer relationships.

EDUCATION

Higher Secondary Education (H.S.C – 12th)

Pune Divisional Board

Year of Completion: 2007

Secondary School Certificate (S.S.C – 10th)

Kolhapur Divisional Board

Year of Completion: 2005

PERSONAL DETAILS

Date of Birth	:	2nd June 1988
Nationality	:	Indian
Languages Known	:	Hindi, English & Marathi
Marital Status	:	Married
Driving license	:	Valid UAE Driving License
License Number	:	1793852
Date of Expiry	:	28 th May, 2022