

## Curriculum Vitae

**SHARSHAD BABU**

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**Mobile: 0505700298**

**Location: Karama, Dubai**

**Driving License no : 2733281**



### **OBJECTIVES:**

Driven, result oriented Sales and Marketing executive with proven track record and expertise in Food Sales and Merchandising to meet customers and consumer needs with an optimistic and positive approach towards market dynamics.

### **PROFESSIONAL EXPERIENCE:**

**LIFCO TRADING LLC DUBAI, UAE.**



#### **Sales Executive (2019-2021 )**

- Handled prospects and designed sound promotional plans and recorded important data in the prospect database.
- Reviewing sales performance and meeting the business sales targets.
- Gathering market and customer information.
- Representing the company at trade exhibition, events, and demonstrations
- Nurtured business relationships with Foodservice accounts and handled distributors and large direct buying accounts.
- Handled prospects and designed sound promotional plans and recorded important data in the prospect database
- Travel through an assigned territory to call on existing and prospective customers to maintain and seek growth opportunities
- Taking Orders from the dealers and processing it.
- Maintain smooth co-ordination between stores and dealers
- Receive & check stocks deliveries.
- Checking stocks before placing purchase order.
- Promoting products to significantly increase their sale's.
- Ensuring each area of the store is stocked, rotated, clean & looking its best.

## Logistics Co-ordinator/ Supervisor at Etihad Airport Service Catering

### LLC( 2021–2022)



Etihad Airport Services, one of Etihad Airways' subsidiaries, prepares and provides food, supplies and Duty-Free items as specified by Etihad Airways and other airline customers, in addition to managing transportation of supplies, providing laundry services for cabin linen items, and cleaning of all catering items. It also manages food and beverage services for Etihad Airways airport lounges, as well as staff restaurants, events, and sales of ready-to-eat food products to the hotel and hospitality industries.

#### Core competencies

- Coordinating transportation providers to ensure prompt and proper movement of shipments
- Assign and allocate work to all levels of direct reports to ensure that the work accomplished is as per the work schedule and specification.
- supervise the work assigned to the staff to ensure that those standards required by the airlines are strictly adhered to.
- Organize, handle, and arrange airline / company material supplies as per requirements.
- Always ensure availability of all items and necessary stock including the accurate and timely accounting for all inventory process.
- Maintain accurate records and documentation as per the instructions laid down by departmental head Company.
- Ensure compliance of all functions within the department, Guide, develop, motivate, and support subordinate employees within the HR policy.

#### ❖ T.I.M.EPvtLimited,Ernakulam.Kerala,India ( 2012- 2018)

- Executive Stores – Over all Store Handling

#### ❖ NAFFCO, Dubai UAE. ( 2011-2012)

- Store Keeper- Store Handling

#### ❖ Hexacode Informatics, Ernakulam. Kerala, India ( 2003-2007 )

- Sr.Process Associate-Data Processing /Quality assurance

❖ Docustream IT Pvt Ltd, Ernakulam, Kerala, India ( 2002-2003 )

- Jr.Process Associate-Data Processing /Quality assurance

**QUALIFICATIONS:**

- Pre –Degree, Mahatma Gandhi University with (65%), Since 2002.
- SSLC with (65%) in May 1998 from RPMHSS Ernakulam ,Kerala ,India

**COMPUTER SKILLS:**

- MS Office.
- Data Entry.

**PERSONAL DETAILS:**

Passport Number	: S5000939
Visa Status	: Employment Visa
Nationality	: Indian
Father's Name	: Mr. Abdul Khadar
Date of Birth	: 28-May-1982
Languages Known	: English, Hindi & Malayalam
Marital Status	: Married

I hereby declare that the above written particulars are true and correct to the best of my knowledge and belief.

Place: Dubai

(Sharshad babu)