

NIKHIL KANNOTH MOHANAN



COMMERCIAL MERCHANDISER AND SALES MANAGER

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PERSONAL STATEMENT

An enthusiastic, result-driven and motivated Sales manager with 1.5 years of experience in retail, branding, merchandising and marketing. I am person who repeatedly produced business and revenue growth in retail store and who possess an integrated set of competencies that encompass areas related to Team Building & Business Management. I am ambitious and passionate about everything I do, and comes from a strong sales and service background that allows me to thrive in any competitive and challenging environments.

CORE COMPETENCIES

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|----------------------------|--------------------------|------------------------|
| ▪ Sales & Marketing | ▪ Retail Management | ▪ Retail Communication |
| ▪ Merchandising Management | ▪ Business Development | ▪ Negotiating |
| ▪ Relationship Management | ▪ Market Analysis | |
| ▪ Customer Service | ▪ Planning and Budgeting | |
| ▪ Performance Management | ▪ Inventory Management | |

- Motivating and guiding associates / subordinates for delivering superlative performance, thereby attaining department sales and revenue targets.
- Monitoring, recruiting, training & motivating the team& ensuring quality deliverables in the store.
- Design and deliver department’s commercial strategy based on market analysis.
- Implementing commercial actions.
- Regular catchment study with respect to department’s sport.
- Ensure quality of layout and develop the business.

CAREER HISTORY

Emirates NBD (November 2019-Present) 8 month

FINANCIAL ANALYST

Location : Ajman, United Arab Emirates

- Responsible of monitoring the collections life cycle for the customer, enterprise.
- This role includes making inbound calls and conducting customer visits to ensure timely collections o outstanding amounts by maintaining highest levels o customer services.

Tahseel - Hadaf AL Khaleej Debt Collection LLC (February 2018 – November 2019) 1 Year 9 Months

CREDIT CONTROLLER

Location : Sharjah, United Arab Emirates

RAK BANK

- To achieve collections and recovery for assigned delinquent customers in order to ensure monthly.
- performance objectives for collecting overdue and controlling flow rates.
- To ensure tele-calling to delinquent customers in order to achieve assigned target.
- To visit delinquent customer’s office/residence as and when required in order to achieve targets.

Decathlon Sports India Pvt Ltd (February 2016 – January2018) 2 Years

COMMERCIAL MERCHANDISER AND SALES MANAGER (WATERSPORTS)

- Worked exclusively in brands like Nabaiji, Tribord, FLX, KIPSTA, Kelanji etc.
- Managing teams to deliver KPI's and compliance throughout the operation, as well as delivering excellent standards of customer service.

- Proficient in managing strategic customer relations, sales administration, market analysis and development & pricing of products based on customer specifications.
- Handled additional responsibility as **Daily Manager** and **Fixture Manager** in charge of the store.
- Decisions on commercial policy in the store project and the DMI commercial policy for my universe.
- Focused on selling through best sell informed choice, customer leads and understanding of customer needs and desires.

HIGHLIGHTS

- Handled a team in water sports and trained them about the technicality of products and to develop the business in the store.
- Selected as the best sales challenger in the store level in India.
- Selected as the best event coordinator in the store and awarded for coordinating the events.

KEY SKILLS & COMPETENCIES

- Ability to take complete ownership and exhibit leadership qualities.
- Capability to understand business processes quickly, coupled with sound managerial skills.
- Good communication and interpersonal skills.
- Technical proficiency in M.S Office and Windows operating systems.
- Flexibility and prepared to adapt & innovate.

ACADEMIC QUALIFICATIONS

Pavai College of Technology – Salem (TAMIL NADU)

- COMPUTER SCIENCE AND ENGINEERING (2011-2015)

Government higher secondary school (KERALA)

- SCIENCE (2009-2010)

Kadambur higher secondary school (KERALA)

- SSLC (2008)

ACADEMIC ACHIEVEMENTS & EXTRA CURRICULAR ACTIVITIES

- Intel text park event in Bangalore.
- Workshop on “ROBOTICS” conducted by HCL, Chennai.
- Active member in the school band and organized various activities in school Days.

PHYSICAL COMPLEXION

- Height : 171 CM
- Weight : 60 KG
- BMI : 25 Normal

PERSONAL DOSSIER

Date of Birth	25 th November 1992
Marital Status	Single
Languages Known	English, Malayalam, Tamil, Hindi
Nationality	Indian by birth

References: Available upon request.

[NIKHIL K MOHANAN]