

Pascal Aurugai

Product Sales, Research and Data collection, Merchandising, Client needs assessment and HRM.

Abu Dhabi

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+971553399274

- Resourceful and motivated professional.
- A strong background in market research and analysis, product sales enhancement, merchandising and marketing, financial forecasting, client needs assessments and workplace security maintenance.
- Excellent interpersonal and communication skills.
- Highly adaptable with excellent people and ICT skills and committed to continuous personal and professional development.

Willing to relocate: Anywhere

Work Experience

Merchandising/Marketing officer

Souq Planet, P.O Box 44626 Abu Dhabi-Khalifa City. An NCC (National Catering Company) branch. - Abu Dhabi

August 2018 to Present

- Supply chain management.
- Product life cycle management.
- Delivery, stocking and storage strategic planning.
- Product promotion campaign implementation.
- Product performance appraisal.
- Customer service.
- Marketing and visual displaying.

Human Resource/Research Administrator

Heritage Communications 256 LTD - Kampala

January 2016 to May 2018

- Recruiting, training, facilitating and supervising research assistants for research field projects.
- Performing research on product market trends using credible sources.
- Holding focus group discussions and document customer product consumerism trends and tendencies.
- Assessing client needs to improve product marketing and sales.
- Developing product display, exhibition and advertising programs.
- Exhibiting research results in presentation format.
- Performing routine data entry and analysis to verify correctness of data.
- Delivering surveys, calculating and providing results to help decision making within the company and for client exploration and marketing purposes.
- Conducting routine and standardized product marketing experiments in a controlled setting.
- Assisting in writing and editing experimental results for product sales enhancement purposes.
- Performing both individual and group discussions, meetings on product consumer tendencies.

Visual Merchandiser / Customer Care Assistant

Tesco Supermarket Costorphine, Scotland UK - Edinburgh

October 2014 to January 2016

- Preparing stock and sales plans in conjunction with buyers.
- Maintaining a routine plan for smooth product distribution and sales.
- Forecasting profits and sales.
- Monitoring sales performance and controlling stock levels.
- Working closely with visual-display staff to enhance sales promotion.
- Maintaining awareness of competitors performance.
- Gathering information on customer reactions to products.
- Analysing best selling points, seasons, colours and products.
- Managing and training sales and junior staff.
- Assisting in promotion planning.

Credit Officer

Vision Fund Uganda - Kampala, UG

March 2013 to August 2014

Uganda

- Responsible for handling loan applications and creating basic business plans for potential clients based on requirements and business objectives.
- Conducting initial client assessments and analysis, and appraising applicant businesses to ensure the disbursement of loans to appropriate clients.
- Collecting client repayments and following up on late payments.
- Monitoring client's company performance, overall business development and growth trajectory.
- Administering all portfolio transactions in the company's online administration system with optimal accuracy and efficiency.
- Managing and maintaining comprehensive, accurate and up to date financial records of each client under their respective portfolios.
- Proactively contributing to regular credit committee and other meetings.

Education

MSc in International Business Management in Human Resource Management

Heriot Watt University - Edinburgh

2015

BA in Community Psychology in government

Makerere University - Kampala, UG

2010

Skills

Research, Data collection, Sales, Banking operations, Administration, Credit/Loans services (8 years)