



NIMESH VINDIKA RAJASEKARA

PROFILE

Experienced and self-motivated Sales Executive (FMCG & HORICA) with 05 years of industry experience overseeing sales figures, new sales developments and store management. Bringing forth a proven track record of working collaboratively with sales teams to achieve goals and escalate revenue gains. A strong leader with the ability to increase sales and develop strategies to retain customers.

PROFESSIONAL EXPERIENCE SUMMERY

**Merchandiser
(FMCG)**

**Ali Bin Ali Holding
2017 - 2021 Mar**

**Sales Executive
(FMCG)**

**Marakaz Trading
Apr 2021 – Feb 2022**

**Sales Executive
(HORICA)**

**Al Hattab Food stuffs
Mar 2022 - Feb 2023**

**Sales executive
(FMCG)**

**Five Group Trading (Rawabi group of companies)
currently working since Mar 2023**

GET IN TOUCH



+974- 55665390



vindikarajasekara@gmail.com



Nimesh Rajasekara



Al nasser (DOHA)

PROFESSIONAL SKILLS

- Effective Time Management
- Excellent Decision Making
- Effective Communication
- Team Work
- Interpersonal Skill

AREAS OF EXPERTISE

- Marketing Management
- Handling Marketing Campaigns
- Sales Forecasting
- Performance Management
- B2B and B2C Sales
- Sales Strategies
- Staff Handling
- Microsoft office (all)

PROFESSIONAL EXPERIENCE

Sales Executive (FMCG) – Five group distribution

- Handling sales and marketing purposes for given and above profiles.
- Contribute to archive department sales target as volume value ;
- Visit customers as per the planned market visit schedule.
- Handling merchandiser performances and stock flow in markets
- Performing analytic services throughout the year for best sales achievements
- Achieving given targets on hyper & super grade markets in Qatar
- Maintains customers contacts, product price list, visits overview and follow up
- Provide regular daily/weekly reports and feedback on company templet to mangers
- Completing the administrative needs of the Sales Department.
- Follow up on shelf spaces, market share, secondary display with merchandiser

ACADEMIC & PROFESSIONAL QUALIFICATIONS

- Diploma in English, the British College Institute, Sri Lanka.
- Diploma course followed at Sri Lanka civil aviation authority in airline ticketing.
- Completed Basic course of airline cabin crew at international airline ticketing academy in Sri Lanka Colombo.
- Currently Following MBA degree in imperial collage Colombo srilanka (international business)

LANGUAGE PROFICIENCY

English

Sinhala

Hindi

Tamil / Arabic

COMPUTER LETERACY

MS Word & Excel

MS PowerPoint

ORPOS (Oracle Retail Point of Sales)

Internet & Email

PERSONAL INFORMATION

- Name - Nimesh Vindika Rajasekara
- Date of Birth - 14th January 1995
- Gender - Male
- Nationality - Sri Lankan
- Civil Status - Married
- Qatar driving license available.

NON-RELATED REFERENCES

- References Available Upon Request

I do hereby certify that all information stated above is true and accurate for the best of my knowledge.

Nimesh Vindika Rajasekara

