

## ***Junaid Jalaludeen***



***Nationality: Indian***

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***Visa: Qatar valid work visa with transferrable***

***Qatar Driving License***

### **Objective**

Detail-oriented and results-driven Merchandiser with 4 years of experience in retail planning, inventory management, and visual merchandising. Adept at analyzing sales trends, optimizing product placement, and coordinating with suppliers to maximize revenue and customer satisfaction. Seeking to leverage expertise in merchandising strategies and market analysis to contribute to the success

### **Areas of Expertise**

- Inventory Management & Stock Control
- Product Display & Visual Merchandising
- Sales Forecasting & Trend Analysis
- Supplier & Vendor Coordination
- Customer Buying Behavior Analysis
- Order Processing & Supply Chain Coordination

### **Experience**

#### **1. Western International -Doha Qatar (2 Years & Above)**

##### **Job Responsibilities**

- Managed merchandise planning and allocation to ensure optimal stock levels.
- Implemented visual merchandising techniques to enhance product appeal and maximize sales.

- Monitored inventory turnover and reduced stock wastage through efficient stock control.
- Collaborated with marketing and sales teams to execute promotional campaigns.
- Negotiated pricing, terms, and contracts with vendors to maximize profitability.
- Ensured compliance with company policies and store display standards.

## **2. City Phones Electronics Co. Keral, India (2 Years)**

### **Job Responsibilities**

- Greeting customers, understanding their needs, and offering appropriate mobile phone models and accessories.
- Meeting or exceeding monthly sales targets by promoting and selling mobile phones, plans, and add-on services.
- Demonstrating mobile phone features to customers, including how to set up and use devices.

### **Skills**

- ❖ *Customer Service*
- ❖ *Communication*
- ❖ *Internet & E-Mail Applications*
- ❖ *M.S Office*
- ❖ *Reporting*

### **Languages**

- ❖ **English**
- ❖ **Hindi**
- ❖ **Malayalam**
- ❖ **Tamil**

### **Declaration**

I do hereby declare that all the above information furnished is true and correct to the best of my knowledge and belief

**Junaid Jalal**