



# RIMSAN ABDUL AMEER

## Objective

As an aspiring professional in the field of Merchandising, I am deeply motivated to embark on a challenging career journey with a forward-thinking organization. Fueled by a robust academic foundation, I am poised to deliver substantial value to the company's success while actively pursuing avenues for my own personal and professional development. I am enthusiastic about leveraging my skills and knowledge in a dynamic and innovative work setting, aiming to excel and contribute meaningfully to the team's objectives.

## Educational Qualification

- GCE **Ordinary Level Examination Pass.** 2012
- GCE **Advanced Level Examination** in the stream of Arts. on 2015

## Working Experience

2014 January to 2017 January

### Business Builder - Doha Qatar Supplier

- Traveled 178 store's in the mobile south.
- Cleaned up all Stores by Gaining 85% distributions Of the top core items being requested.
- Built great relationships with owners and employees.
- Maintained inventory & arranging for return and credit or product.
- Assisted field sales representatives with special promotions by setting-up/removal of promotions.

2017 January to 2019 January

### Lulu Markets, Ansar Gallery group, Al Meera Group Universal Business Limited FMCG Merchandising

- Execute merchandising strategies for optimal product placement and increased sales.
- Ensure compliance with company standards for product presentation and pricing.
- Conduct regular store visits to assess inventory and address issues.
- Collaborate with sales reps for product deliveries and promotional campaigns.
- Utilize point-of-sale data to optimize product assortment and enhance sales.
- Train store personnel on merchandising best practices and product knowledge.

## Contact:

+974 70389845

rimsan.ameer07@gmail.com

## Personal Information:

- Date of Birth : 13.07.1994
- Sex : Male
- Nationality : Sri Lanka
- Marital status : Married
- Passport No :
- ID.No : 29414405474

## Language:

English	<div style="width: 100%;"></div>
Hindi	<div style="width: 100%;"></div>
Malayalam	<div style="width: 100%;"></div>
Tamil	<div style="width: 100%;"></div>
Sinhala	<div style="width: 100%;"></div>
Arabic	<div style="width: 25%;"></div>

## Contact

+974 70792415

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## Skills:

- Price Tagging & Shelf Labeling
- Sales Analysis
- Merchandising Operations
- Merchandising Displays
- Competitive Pricing
- Inventory Tracking
- Reading Planograms
- Sales Reporting
- Vendor Relations
- Retail Sales Professional
- Planogram Design
- Pricing Controls

## Expertise

Computer skills 

Microsoft Excel 

Microsoft Word 

Power Point 

2020 May to 2022 January

Universal Business Limited - Doha Qatar

### Merchandiser Supervisor

- Lead and supervise merchandising team for effective strategy execution.
- Coordinate merchandising activities for multiple categories.
- Conduct training to enhance team skills and product knowledge.
- Collaborate with cross-functional teams to align activities with business goals.
- Monitor inventory levels, minimizing overstock situations.
- Streamlined process, reducing restocking time by 20%.
- Led team to achieve 15% increase in overall sales.
- Recognized for outstanding leadership in new product line launch.

2022 January to Present

Ansar Group ,Al Meera Group, Lulu Group and Masskar Group  
Universal Business Limited - Doha Qatar

### Sales Executive

- Proactively identify and pursue new business opportunities.
- Deliver effective sales presentations and demos to potential clients.
- Negotiate contracts to maximize profitability.
- Stay updated on industry trends and market conditions.
- Prepare and present regular sales reports.
- Secure key accounts, contributing to a 30% revenue increase.

## Valid Qatar Driving License

License : 29414405474

Type : Car

Issue Date : 28-01-2015

Expiry Date : 27-01-2025

## Interpersonal Skills

- Seamless teamwork within cross-functional teams.
- Providing excellent customer service and addressing concerns.
- Identifying and resolving issues with precision.
- Time Managements
- Efficiently handling diverse responsibilities in a fast-paced environment.
- Building positive customer relationships for loyalty.
- Taking initiative and motivating team members.
- I am familiar with all the roads in Qatar and can navigate anywhere in the country without needing GPS.

## Declaration

I hereby assure you that all the above-mentioned information is true and correct to the best of my knowledge and belief.

Regards,

**RIMSAN**