

Personal details

 ARSHAD VERNI

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 Manama, Bahrain

 January 20, 1994

 Uttar Pradesh India (202392)

 Bahraini Driving License

 Male

 Indian

 Married

➤ Profile: I am having 7+ years of experience in Consumer Electronics in Bahrain 7 Oman. Proven expertise in sales strategy, Channel Partner Relationship, visual merchandising, and inventory control. leading sales teams, and achieving targets in competitive environments. Dynamic and self-motivated sales specialist with comprehensive experience in enhancing brand visibility and expanding market share through strategic Planning and client engagement. Skilled in market analysis, sales forecasting, and coordinating cross-functional marketing initiatives to deliver outstanding business results.

Education

12th 2012
U.P. Board, India

10th 2010
U.P. Board, India

Employment

Sales Executive (LG) 2024 - Present
LG Electronics (Gulf), Manama Bahrain

- Liaised with customers for selling products and detailing them about latest Products
- Performing sales as per the customer demands.
- Offered advice to the customers on the right product.
- Prepared reports based on summary analysis of store operations & market competition leveraging on service standards, sales, targets, forecasting for coming season and inventory.
- Improved displays and installed POS tailored to individual store features.
- Planned warehouse intakes and outbound stock flows to drive efficiencies.

Sales consultant (Haier) 2023 - 2024
AL SEEB TECHNICAL EST. (SARCO) LLC, Salalah

- Managed the IR Channel Partner (Al Roud Account) in Salalah.
- Managing the all displays and stand island.
- Timely Payment Collection.
- Built and maintain strong relationship with key clients and stakeholders to ensure customer satisfaction and loyalty.
- Creating PSI.

Team Leader (Electronics & HA Department) 2022 - 2023
Sharaf DG, Manama

- Met and exceeded sales targets and service quality benchmarks.
- Collected and competition information like price & new promotion.
- Supported the implementation of sales and marketing strategies.
- Ensured compliance with company policies and operational procedures.
- Developed and maintained key supplier relationships to increase display share in store.
- Analyzed customer feedback and market trends to tailor sales approaches and improve customer satisfaction.
- Negotiated and closed deals with clients to consistently achieve quarterly & Yearly KPI.

Sales Merchandiser (Hisense) 2017 - 2022
Ajm Kooheji Group, Manama

- Sales Merchandiser (Hisense)
- Develop and implement merchandising strategies to increase Hisense product visibility and sales in Bahrain retail stores.
- Collaborate with retail partners to set up attractive product displays and promotional materials tailored to local market preferences.
- Monitor stock levels and coordinate with warehouse and logistics teams to ensure timely product availability and replenishment.

Skills

- Microsoft Office (Word & Excel)
- Sales & Customer Service
- Team Leadership & Development
- Problem Solving & Decision Making
- Inventory & Merchandising

- Conduct market analysis to identify consumer trends and competitor activities, providing actionable insights to the sales team.
- Train and support sales staff on product knowledge, features, and benefits to enhance customer engagement and drive sales.
- Build and maintain strong relationships with key retailers and distributors to maximize shelf space and optimize sales performance.

Crew Member & Cashier 2016 - 2017
Texas (Tamauz Food and Entertainment Pvt. Ltd.), Riyadh

- Processed customer orders and handled high-volume transactions.
- Maintained cleanliness, accuracy, and customer satisfaction throughout shifts.
- Managed large orders and ensured compliance with safety and security protocols.