

Shaik Gulam Nabi
Al Mur salat, Riyadh, Saudi Arabia
Contact: +966 563577143 | shaikhnabisherikar@gmail.com

Professional Summary

Results-driven E-commerce Account Manager with 4+ years of experience optimizing product listings, managing cross-platform sales (Amazon, Noon, Kogan, Trendyol, Zode), and streamlining logistics. Proven ability to analyze market trends, boost revenue through data-driven strategies, and collaborate with suppliers. MBA graduate with strong skills in account management, MS Excel, and financial reporting.

WORK EXPERIENCE

Livesound Trading Company **Riyadh, Saudi Arabia**
E-commerce Account Manager April 2023 – Present

- Monitored and responded to business-related emails daily to ensure effective communication and smooth operations.
- Processed and submitted purchase orders (POs) to suppliers, maintaining accuracy and timely stock replenishment.
- Analyzed sales data to identify market trends and areas for optimization to enhance performance.
- Listed new products on the Amazon, Noon, Trendyol, Zode marketplace, ensuring accurate and optimized listings for visibility.
- Prepared Amazon and Noon FBA shipments and coordinated with logistics teams to guarantee timely deliveries.
- Worked with major Saudi E-commerce platforms like Amazon, Noon, Trendyol, Zode etc

Overall System Treading **Riyadh, Saudi Arabia,**
E-commerce Account Manager Dec 2022 – Feb 2023

- Oversee the entire E-commerce operations and strategies.
- Conducted thorough inspections of returned products, ensuring quality control and restocking eligibility.
- Collaborated with suppliers and vendors to ensure consistent product availability and smooth operations.
- Coordinated shipments, deliveries, and returns, ensuring efficient and timely logistics management.
- Worked with major Saudi E-commerce platforms like Amazon, Noon etc.

Tristar Online Pty Ltd **Gardena, Australia**
E-commerce Account Manager (Remote) Dec 2021 – Aug 2022

- Listed new products on various marketplace websites, ensuring accuracy and optimization across platforms.
- Developed and executed strategies to drive online sales and increase revenue.
- Managed product listings, categorization, and pricing to ensure consistency and competitiveness.
- Planned and executed product promotions and discounts to boost visibility and conversions.
- Monitored product visibility and performance, adjusting strategies based on data insights.
- Worked with Australian eCommerce platforms such as Amazon, Kogan and Catch

Wajba Enterprises Pvt Ltd **Kalaburagi, Karnataka, India**
Assistant Accountant (Part time) Jun 2019 – Sep 2021

- Oversee the entire E-commerce operations and strategies. .

EDUCATION

Master of Business Administration (MBA) - 80% **Kalaburagi, Karnataka, India**
Dodappa Appa Institute of MBA 2019 – 2021

Bachelor of Business Management (BBM) - 70% **Kalaburagi, Karnataka, India**
Vivekanand Institute of Management 2016 – 2019

12th – 75% **Kalaburagi, Karnataka India**
AL-Sharey PU Collage 2016

10th Std – 60% **Kalaburagi, Karnataka India**
Vidya Pragati High School 2014

SKILLS

- **E-Commerce:** Amazon, Noon, Kogan, Trendyol Zode, Flipkart, Shopify, India Marketplace Management, Product Listing Optimization, FBA Logistics
- **Analytical Tools:** MS Excel, Google Sheets, Data Analysis, Sales Reporting
- **Soft Skills:** Communication, Problem-Solving, Multitasking, Time Management

OBJECTIVE

Aiming to achieve a challenge & successful career where I can make significant contribution using my innovative ideas, skills and experience with the objective of development & growth of the organization.

ADDITIONAL

- **Date of Birth:** 1st June 1997
- **Languages Known:** English, Hindi, Urdu
- **Certifications:** Diploma in Computer Graphics & Automation (DCGA) | [2019]