

## ***Muhammed Nebil***

***E-Mail ID: muhammednebilpi@gmail.com***

***Mob: 0097332328738***

### **OBJECTIVE**

To pursue a career in a progressive environment where learning, innovation and creativity are encouraged, and my skill set can be enhanced to their maximum potential to contribute to the overall success and growth of the organization.

### **SUMMARY**

- ✓ 6+ Years of FMCG experience in multiple roles with multinational brands
- ✓ Lead sale team by providing best reports and insights to improve business
- ✓ All-rounder in IT department (Analysis, Programing & Support)
- ✓ MBA : Business Analytics (Currently Pursuing 2018-2020), B-tech Computer Science and Engineering, Oracle certified professional

### **WORK EXPERIENCE**

#### **International Agencies Co.Ltd.**



#### **DATA ANALYST / TRADE MARKETING ASSOCIATE (1 Year+)**

Mar 2019 - Present

- Sales Data Analysis for world's leading Brand
- Reporting to and working closely with country manager in business analysis and ensuring best practices
- Routine and Ad-hoc reports for Principal (Sales, Stock, KPI, Forecast Etc.)
- Route-to-market analysis for Bahrain market
- Support sales team with maximum utilization of technology at minimum cost
- Developing and monitoring different activities to improve business
- Coordinator for IT projects
- Evaluate third-party data to determine best practices for business success
- Supervises and coordinates the daily activities of salesmen
- Recommends changes to current sales techniques or procedures based on team performance and new selling techniques

#### **PepsiCo Franchise-Bahrain (Ahmadi Industries B.S.C)**



#### **SALES-SYSTEM ANALYST (5 Years)**

Apr 2014 – Mar 2019

- Management Reporting (Sales Analysis, KPI)
- Support sales divisions with necessary reports
- Supervises and coordinates the daily activities of salesmen
- Monitoring Sales Promotions and rewards
- Associate Functional Consultant
- Developing internal automation systems
- Application workflow analysis and modifications (Oracle Forms & Reports, Java )
- IT supports (Software/ Hardware/ Database/AD/User Training)

## **IT PROJECTS**

<b>Internal Work Flow Automations</b>	Designed and Implemented Multiple workflow automation applications to reduce the manual works in order to achieve maximum efficiency. Frontend : Java , Backend: Oracle/SQL Server IDE: NetBeans
<b>Excise Tax, VAT implementation and Call Center System</b>	Role: Project coordinator (System investigation, analysis and Workflow testing)

## **TECHNICAL SKILLS**

Programming: Java, Oracle, SQL Server, Oracle Forms & Reports.

Tools: MS Office, Power BI, Cristal Reports, Toad, Net Beans.

Others: Active Directory, Outlook & Other essential supports.

## **ACADEMIC RECORD**

- ✓ MBA : Business Analytics (currently pursuing ,2018-2020)
- ✓ B.tech : Computer Science and Engineering (2009-2013) : CGPA 7.54
- ✓ Oracle Certified Professional (OCP)

## **PERSONAL PROFILE**

Languages	:	English,Hindi,Tamil & Malayalam
Nationality	:	Indian
Gender	:	Male
Marital Status	:	Married
DOB	:	29-Jul-1992
CPR	:	920724396
Address	:	Flat no 22, Building 299,Block 321 , Old Palace Road, Gudaibiya,Bahrain
Driving license	:	Bahrain , Indian

## **DECLARATION**

I hereby declare that above stated information is true to the best of my knowledge.

**Place: Bahrain**

**Muhammed Nebil P.I**