**Gulfjobseeker.com CV No:** **109668**

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To get contact details of this candidates

Submit request through Feedback Link

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 **Objective:**

 I am looking for a sales opportunity. Monitoring and Maintain of Distributor Operation Standard, Point of Sales/Retail Merchandising Standards, Distribution Efficiency, Area Business /Sales Management Issuance and Monitoring use at Company Equipment and working within a Performance Management System that is Highly Demanding and competitive . I can comfortably speak English, Arabic, Hindi and my Mother Tongues Urdu.

**Work Experience**

* As a **Sales executive** in **Cigalah Group(Saudi Arabia)** from 20th of May2009 to present

**Modern Trade sales frieslandcampina division in Jeddah (Saudi Arabia)**

* **As a Sales Representative** in **Gulf food (Div. of GCC)** from 24 Sep 2004 to 15Sep 2008

Dammam(Saudi Arabia)

* As a **Sales Representative**  in **Girnar food**. from 14 Aug 2000 to 02 Sep 2004.

Mumbai(India)

**Work profile As Sales Executive**

**Job Duties and Responsibilities**

* Ensure Sales opportunities are identified and follow through.
* Profitably sell products to Customers.
* Meet the Sales goals, as communicated by the Management.
* Prepare Sales plan to achieve targets and to achieve good conversion rates.
* Ensure good working relationship with customers and ensure full satisfaction.
* Coordinate with operation team to ensure timely completion of contractual of obligation as agreed with customer.
* Maintain good contact and cooperation with operation Team.
* To provide complete/accurate and timely information/shipping instruction to operation Team.
* Coordination of activities with Customers, Operation Staff, Manager, Suppliers etc. to ensure that the customer is given the best service.
* Manage complaints, recording details and ensuring customers receive a timely response.
* Prepare Sales Reports Statistics
* Follow-up and ensure the collection of outstanding amount from clients.
* Develop client-Vendor relationship.

**Important Personal Skills**

* Good Communication Skills, English, Arabic, Hindi, Urdu.
* Good negotiation Skills
* Good Leadership Skills
* Good Personal grooming
* Passionate/ desire to make a difference
* Team Player – Cooperative / helpful/flexible
* Good people management skills
* Has not changed jobs very frequently/reliable
* Efficient/ productive
* Trustworthy / Honest
* Creative
* Good analytical abilities
* Ability to work under pressure
* Ability to take on challenges
* Technical skills
* Well experienced / knowledgeable
* Relevant Industry experience
* Regional work experience
* Proven track record

 **Academic Credential:**

**B. A. (HONS) :( 1994-1997)** Kanpur University (U.P.)

**H.S.C :( 1992-1993)** Hanumant Singh Inter collage (U.P)                                                                                                                                                           **S.S.C :( 1991-1992)** Shree Man Singh Inter collage (Allahabad)

**Computer Literacy**

Operating Systems:    Windows 7, XP, Vista

Packages Known:      MS Office (Word, Excel, Power Point,)

**Personal Dossier**

**Date of Birth:** 26 Nov 1976

**Languages known**:    English, Arabic, Hindi, Urdu,

**Sex:** Male

**Marital Status:**  Unmarried

**Hobbies:** Reading, Watching News,

**Strengths:** Goal driven, Confident, Initiator & hard working

 **Declaration:**

 All the details given above are true to the best of my knowledge and belief  assure your good selves that I will strive hard to bring credit to your esteemed organization’s request your kind honors to provide me a job in your respected organization.