**Ismaiel**

**Sales supervisor**

**RED BULL Co.**

**(Traditional trade)**

**Riyadh, Saudi Arabia – Al-Jouf, Saudi Arabia.**

**Curriculum Vitae**

**C/o- Mob.** : +971505891826

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**Sales supervisor at Red Bull K.S.A**

* **Summary**
* A solid experience enables me to lead &motivate and follow up team to insure the perfect distribution, availability, visibility, communication of our products & give effective recommendations and achieve the aimed development.
* Passionate for gaining more practical knowledge that meets my expectations of gaining high professional experience and develop my Career.
* **Career objective**
* To join a reputable specialized organization that meets my expectations of gaining high professional experience and developing my profession with additional practical experience.
* **Work Experience**

1. **June 2016 till now**

**Sales supervisor at Red Bull Co. Al-Jouf Saudi Arabia.**

Sakaka, Arar, Quraiat,Toraif, Tabargal, Domat algandal.

1. **April 2015 – May 2016 Riyadh-KSA.**

**Sales supervisor at RED BULL (Van Sales Channel)**

* Achieve company objectives including sales targets and presence in diverse markets.
* Insure the perfect availability& visibility& pricing& communications and give effective recommendations of our products.
* Supervise the efforts of my team (6 Sales Rep.), lead them properly, join them to their regions, follow up them, match the outstanding invoices and statements, and motivate them for highest efficiency and effectiveness in work related tasks.
* Make regular field visits for current and potential customers.
* Prepare a periodic sales report on potential opportunities for market growth.
* Build a reliable database for existing customers with required details.
* Monitor the performance of sales representatives, including routing each sales rep., receive daily sales report of each sales rep. Discusses it, to report weekly sales, evaluate the findings of each one and make appropriate corrective action to improve the level of performance and scalability.

1. **January 2014 – march 2015 (wholesale Channel)**

**Sales man at Red Bull -Riyadh-wholesales channel**.

* Achieve the wholesale target and collection, make BDAs with senior clients and improve it.
* Maintain direct visits to exists and potential Customers, follow up on collection.
* Provide feedback to Regional Sales Manager (RSM) on trends and competition activities.
* Develop all the wholesales channel targets and customers.

1. **June 2012 – December 2013**

**Sales man at Red Bull - Riyadh-Self Service Channel.**

* Cover all minimarkets chains &corners &stores and weighted groceries (Target, Visibility, Pricing & Promotion).
* Achieve the company targets.
* Insure the perfect display and distribution of all products.
* Improve the existing BDAs and search for the potential.

**January 2009 – May 2012**

**Sales man at Red Bull – Riyadh-Van Sales Channel.**

* Lineate my work area, make regular itineraries.
* Insure the perfect distribution and display of the company products.
* Cover the entire customer within the region sell and distribute the company's products with interest distribution and proliferation and promote the product inside the sales outlets.
* Prepare daily and weekly sales reports, Prepare reports on competing products and new market, offers and the advantages of competing products.
* Participate in special events company and product.
* Accompany new sales representatives and participate in training.
* Achieve required targets through the optimal use of available tools and data.

**5-December 2006 - December 2008:**

**Sales man at Egypt Trade Company for food industries – Egypt.**

* Job Role/Department: Wholesales rep.
* Company industry : FMCG

**6- October 2004 - November 2006:**

**Sales rep at Elgawhara Company for food industries (Egypt)**

* Company Industry: FMCG

**Target Job**

**Sales supervisor**

**Target Job Location:** Saudi Arabia, UAE, Bahrain, Kuwait, Oman, Qatar.

**Target Department:** mid

**Education**

Bachelor of commerce: University of Zagazig – Egypt.

MAY 2002

Department: accounting and business development.

**Personal Skills**

* Strong analytical & numeracy skills.
* Sales programs, handheld and sales operations knowledge.
* Good verbal and written reporting skills.
* Good knowledge of markets.
* Organized and determined persistent person.
* Proactive and team player.
* Decision making oriented & able to quickly react to changing environment.
* Can work independently and take initiatives.
* Always keep learning more.

**Personal Details**

* **Gender:** Male
* **Date of Birth**: 12 April 1981
* **Nationality**: Egyptian
* **Marital Status**: married
* **Military Status**: Exempted
* **Languages**: **Arabic** - **English**
* **Residence Location**: Riyadh, Saudi Arabia- Aljouf ,Saudi Arabia.
* **Driving License**: Egypt; Saudi Arabia.
* **Transferable Iqama.**
* **Hobbies:** Hunting& Horse Riding.

**I hope my C.V meets your satisfaction.**

**Thank you.**