|  |  |
| --- | --- |
|  | **Adnan**  [**Adnan.353375@2freemail.com**](mailto:Adnan.353375@2freemail.com) |

**PROFILE**



A Dynamic, energetic, results driven and award winning sales professional with more than 14

Years of experience .Proactive style of management with finely-boned interpersonal and time management skills, to successfully manage a team and increase profitability achieving corporate goals and objectives. Exceptional leadership abilities concerning team initiatives and strong business acumen with the ability to improve customer retention levels within highly competitive markets.



**EXPERIENCE**

**SALES & MARKETING EXECUTIVE**

**April 2016 – Continues**

**BINDAWOOD GROUP OF COMPANY-**

**JUMAIRAH MARKETING –RIYADH SAUDI ARABIA**

**Responsibilities:**

* Danube Hyper Markets
* Lulu Hyper Markets
* Panda Hyper Markets
* Nesto Hyper Markets
* Madina Hyper Markets
* Maintain & develop good relationship with customers through personal contact or meetings or via telephone etc.
* Must act as a bridge between the company and its current market and future markets.
* Display efficiency in gathering market and customer info to enable negotiations regarding variations in prices, delivery and customer specifications to their managers.
* Help management in forthcoming products and discuss on special promotions.
* Review their own performance and aim at exceeding their targets.

** REGIONAL OPERATION MANAGER SALES**

**April 2011 – March 2016**

**Volka Food International: South Region-II - PAKISTAN**

**Responsibilities:**

* + - * + Work closely with RSM to drive strategy through discussions with sales team.
        + Identify opportunities and weaknesses within territories, develop proposals to create value
        + Improve forecast by supporting / challenging launches, re-launches and other business KPIs.
        + Support RSMs to motivate and drive performance of the Sales Team. Consistently ensure
        + Business is conducted with integrity at all times and that behavior aligns with Unilever values.
        + Work with sales team to execute global best practices.
        + Liaison among local, regional and global teams

**AREA SALES MANAGER**

**Feb 2008 –March-2011**

** S-M Food Makers – Sukkur Zone - PAKISTAN**

**Responsibilities:**

* + - * + Reporting to: Regional Sales Manager.
        + Sales Planning, Execution, Monitoring and Evolution
        + Territory development through wide distribution network
        + Handled 40 distributors in Sindh & Baluchistan
        + Handled 5 Sales Officer’s
        + Monitoring the performance of distributors and field force on weekly & monthly basis
        + Target forecasting Sales staff / Distributors.
        + Ensure availability visibility of products on outlets.
        + Managing company's relationship with its clients from independent distributors to retailers,
        + Marketing: Ensuring merchandising and display activities, selected local promotional activities

**ASSISTANT UNIT MANAGER**

**July 2006 – Jan 2008**

**International Brand (Pvt) Ltd. – Jacobabad-PAKISTAN**

**Responsibilities:**

* + - * Regular existing and potential clients
      * Customer’s complaint, and claims handling
      * Controlling, planning, directing , leading
      * Operate data on oracle 9i
      * Daily report to unit manager
      * Control 15th sales team staff
      * with implementation and control of national promotional

**TERRITORY SALES OFFICER**

**April 2004 – June 2006**

**Ismail Industries Ltd. Jacobabad - PAKISTAN**

**Responsibilities:**

* *12th distributers*
* *Sales target archived V/S last year 25 %*
* *Motivate individual, group performance*
* *Express ideas & thought based on fact*
* *Send weekly sales report to A.S.M*
* Ensure the smooth flow of information decisions by RSM

**SALES SUPERVISOR**

**Sept 2000 – March 2003**

**Ismail Industries Ltd. Jacobabad - PAKISTAN**

**Responsibilities:**

* *Daily visit’s 40 outlets*
* *Sales per motion*
* *Merchandising & supervision*
* *Responsible for credit*
* *Lead the team for Salesman*

**QUALIFICATIONS**

|  |  |  |
| --- | --- | --- |
|  | **Master in Business Administration**  University Of Sindh Jamshoro | 2.46 G.P.A  2012 |
|  | **Bachelors of Science**  University of Khairpur Mir’s | 2nd Division  2007 |
|  | **Intermediate**  Board of Intermediate Education Larkana | C Division.  2001 |
|  | **Matriculation**  Board of Secondary Education Larkana | 2nd Division. |



**ACHIEVEMENTS**

The best Area Sales Manager 2010 for **S.M FOOD MAKERS (MULTAN)**



**KEY SKILLS**

* Distribution Management
* IT skills
* Supply Chain Management
* Key Account Development
* Procurement Management
* Marketing Development
* Sales Operation
* Administration Management
* Project planning & promotions

**COMPUTER**

**DIT (Diploma information technology)** from Sindh Testing Board - Hyderabad, in 2013-14

**LANGUAGES**

 English

 Arabic

 Urdu

 Punjabi

 Sindhi

 Read

 Read

 Read

 Read

 Read

 Write

 Write

 Write

 Write

 Write

 Speak

 Speak

 Speak

 Speak

 Speak

**Excellent References will provide upon Request.**