**PUNIT**

[**PUNIT.367463@2freemail.com**](mailto:PUNIT.367463@2freemail.com)

**Personal Summary**

An ambitious, highly motivated and energetic sales executive with excellent marketing and business development skills. Experience of managing sales and merchandising of tobacco products in the U.A.E market. Over 19 years experience of working in the FMCG industry and successfully identifying and developing new business opportunities in the local market. Having worked in major territories of Dubai, Deira, Sharjah, Fujairah, Al Ain and Abu Dhabi gives me an excellent knowledge of the local market.

Now looking for a new and challenging position, one which makes best use of my existing skills and also further my professional development.

**Career History**

**Sales Representative**

**AL-OUFOUK Company (June 2001 till date)**

Working in the tobacco division sales department of the company, handling sales of world leading JTI brands like Winston, Camel, Salem, Gold Coast etc.

**Duties:**

* Achieving sales and collection targets set by the company consistently.
* Completing daily and weekly sales routes.
* Maintaining and improving product display in the outlets.
* Ensuring stock freshness by proper stock rotation.
* Completing all tasks assigned by management in allotted time.
* Negotiating for rental space with store managers for fixing product displays and POS material.
* Giving regular feedback and information of our brand performance and competitive activities to the sales supervisors.
* Establishing and maintaining good rapports with customers including section in charge, receivers and store managers.
* Coordinating with sales supervisors and JTI merchandisers to solve any problem in the market.

**AL-OUFOUK Company Dec 2000 till June 2001)**

* Was promoted as Salesman to launch new product – ABU NAWAS brand shisha tobacco and Vita Flow brand shisha filters.
* Explored the market and established and a customer base for the new product.

**AL- OUFOUK Company (Oct1993 till Dec2000)**

* Worked as a sales merchandiser in tobacco division.
* On obtaining driving license in 1996 was given additional responsibility as temporary relieving salesman.

**Academic Qualification**

Passed HSC (Std. XII) in science stream from Maharashtra board in first class

Completed 2 years of three in Diploma in Textile Engineering from SASMIRA – Bombay University

**Computer Skills**

**Good knowledge of Microsoft office:**

* MS Word
* MS Excel
* MS Power Point
* MS Outlook

**Languages Spoken**

* English – Fluent (Read, Written, Spoken)
* Hindi – Fluent (Read, Written, Spoken)
* Sindhi – Fluent (Spoken)
* Marathi – Fluent (Spoken)
* Malayalam – ( Working Knowledge)
* Arabic – ( Working Knowledge)

**Personal Details**

**Date of Birth** : 23 March 1975

**Gender:** Male

**Nationality** : Indian

**Marital Status:** Married

**Visa Status** : Employment