**Gulfjobseeker.com CV No:** **12960**

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**Curriculum Vitae**

**Nationality : Indian**

**Religion :Hindu**

**Age& Date of Birth : 49 yrs, 13th Dec 1964**

**Marital Status : Married**

**Language Known : English, Hindi, Marathi, Konkani & working**

 **Knowledge of Arabic**

**Professional Trainings :**

**Product Specialization : Awarded certificate for product specialization “Baker**

 **Bonus Bread Improver” at France by S I L in 1996**

**Basic Selling Skills : Received in house training of “Basic selling skills”**

 **By Hassan SulimanYousuf in year 1997 at Oman**

**Product Induction : Awarded certificate for product induction for**

 **Industrial cleaning product from Colgate Palmolive**

 **In year 2000 through VeekayProducts at Mumbai**

**Product Training : Awarded certificate by Mc Cain Snacks Foods for**

 **Appetizer training at Dubai – U A E in year 2004**

**Meat Workshop : Awarded certificate of attendance for purchasing**

 **Meat and live stocks by MLA – Australia in year 2004**

**Customer Relationship : Awarded certificate of training in Customer –**

 **Relationship management by Assarain Foods in 2006**

**HACCP Awareness : Awarded training certificate by Boacker food Safty for**

 **HACCP awareness in year 2007 Sohar Poultry – Oman**

**Perdix Sales Training : Awarded certificate for Perdix sales program at UAE**

 **From Perdigao International in year 2008 at UAE**

**Emotional Intelligence : Awarded training certificate for Emotional Intelligence**

 **By I I R ME through Brasil Foods S A UAE in year 2012**

**Conflict Management : Awarded twotraining certificate from Spearhead**

 **For conflict management through Brasil Foods S A at**

 **UAE in Sept and Dec 2012**

**Awards : Received a best salesman certificate and cash rewards**

 **From Gulf food industries for sales of California**

 **Gardens products in Oman through HSY llc in year**

 **1996 & 1998**

**Achievements : Achieved the best sales and Distribution of Mc Cain**

 **Fries, Watti’s Vegetables, Perdix Poultry products in**

 **Oman and Perdix sales and distribution in UAE with**

 **Contribution of annual sales USD 20 million PA**

**Profile Details : Core experienced in FMCG industry with and with**

 **Professional training earned during 23 yrs experience**

**Well versed in English and MS office to handle the**

 **Correspondence independently and Good negotiator**

 **Good at public relationship and go getter attitude**

 **Staff management with on job demonstrations to**

 **Build Team work in all areas to achieve success**

**Computer Proficiency : MS office well versed as well in Power point**

 **Worked on Fox pro & SAP systems reports**

 **Completed MS – Dos at Qatar and word star – India**

**Channel Coverage : Covered all channels like Modern Trade, Traditional**

 **Trade, Co Op’s, HORECA and Wholesale Etc**

**Coverage steps : Set Objectives, Pricing, Promotions, Comparison and**

 **Quality reports, Budgets & Targets, Reporting, Team-**

 **Work, Principal Handling and Achievements along**

 **With profitability required by management**

**Products Handled : Frozen: Sadia, Perdix, Frangosul, Doux, Saudi poultry**

 **Wattis, EmborgVegs and Meat, Mc cain Fries,**

 **American Cake & Meat Indian Ausralian& NZ Meat**

 **Dry Products: General Foods, California Gardens,**

 **Foster clarksSaf Yeast, Cebag Holland, KRBL,**

 **Shan, AATCO range, Smith Chips and Confectionery**

 **Non Food: Pal Hygiene, Lotus paper products and**

 **VaniaNapkins, Johnson wax & Chaffing fuel from CP**

**Work Experience :**

**Key Account Manager : Working with Federal foods - subsidiary of Brasil**

 **Foods S A at UAE from April 2013 to present date**

**Key Account Manager : Worked with Brasil Foods SA UAE for Perdix Brand**

 **From March 2008 to April 2013**

**Senior Sales Supervisor : Worked with Sohar Poultry Company SAOG at Oman**

 **From July 2006 to March 2008**

**Brand Executive : Worked with Assarain Food Products at Oman**

 **From Sept 2000 to July 2006**

**Sales Supervisor : Worked with Hassan SulimanYousuf LLC at Oman**

 **From Dec 1994 to Dec 1998**

**Sales Executive : Worked with Fair Trade llc at Oman from**

**Dec 1992 to Dec 1993**

**Sales Representative : Worked with Sterling Catering at Qatar from**

 **July 1990 to Sept 1991**

**Qualifications : Enrolled for “Executive M B A with KSBM Mumbai**

 **Exams in year 2015**

 **Composed Up to F Y Bcom at Birla college MS**

 **Passed HSC – Commerce from Birla College – 1984**

 **Passed SSC from Pune board in year 1980**

**Salary / Package : Negotiable**