

AHAMED ZAHRAN

S A L E S E X E C U T I V E



ABOUT ME

Meticulous, task-driven Sales Executive with 5+ years of Sales experience in FMCG products, Equipped with exceptional ability to facilitate all aspects of internal and external communications, Proven talent for aligning business objectives with comprehensive knowledge to achieve the maximum Sales impacts, conserve time and boost efficiency.

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📍 Dubai- UAE

EXPERTISE

- E-Commerce
- CRM
- MS Office
- Schedule Management
- Time Management
- Organizational Skills
- Efficient Calendar Management
- Risk Assessment & Monitoring
- Budget Management
- Workforce Mentoring

SKILLS

- Ability to Convince
- Emotional Intelligence
- Business Acumen
- Data Analysis
- Problem-Solving
- Technological Savviness
- Negotiation
- Relationship Building

SALES CONSULTANT

Trans Medetirranian Foodstuff Trading- Dubai

2021 - Present

- Generate new business leads for the company through different means of researching and contacting clients through networking, attending industry events, cold calling, and social media research, and client visit.
- Assisting in managing the entire sales cycle from servicing a potential client to securing a deal.
- Understand the needs of existing and potential clients to consult on the best solutions.
- Create & work with proposals and budget estimates based on client project requirements.
- Update product information, pricing, and descriptions, add new products and data entry.
- Maintain a high level of relevant domain knowledge in order to have meaningful conversations with prospects.
- Work with the client success team to look for opportunities to cross-sell and upsell.
- Managing a robust pipeline and accurately forecasting new business, revenues and sales cycles,
- Track and measure the performance of all digital marketing channels and propose optimization initiatives to maximize marketing ROI.
- Conduct competitor analysis to provide insights on competition practices and formulate recommendations to improve the company's online presence and showcase its competitive advantages.

EDUCATION

HND IN BUSINESS ADMINISTRATION

ICBT Campus

2015 - 2017

DIPLOMA IN MARKETING

SLIIM Campus

2014 - 2015

GCE ADVANCE LEVEL

High School

2012 - 2014

LANGUAGES

- English- Fluent
- Arabic- Intermediate
- Malayalam- Fluent
- Tamil- Fluent

PERSONAL INFO'S

Nationality: Sri Lankan

DOB: 03.02.1997

Marital Status- Single

Driving License- UAE Light Vehicle

SALES EXECUTIVE

Al Ribdi Trading LLC (FMCG)- Dubai

2019 - 2021

- Visiting potential customers to introduce added value products and gain new strength in penetrating to the segment.
- Coordinate with cross-functional teams, including marketing, supply chain, and operations, to ensure smooth order processing and timely delivery.
- To manage the products in the shelves with support of merchandiser to perform FIFO and LIFO
- Collect the LPO from each and every door for existing and new listed SKU's
- Outstanding payment collection of designated accounts and clearing all issues related with collection.
- Proactively finding opportunities for business growth by securing the development of the existing portfolio, while simultaneously acquiring new accounts.
- Engaging in weekly sale activities in order to secure the continuous growth of business. (Sales Calls, Site Inspections, Entertainment, Sales Blitz)
- Prepare accurate proposals , quotations and other documents related to sales activities.
- Maintain meaningful relationships with senior decision-makers from key partners, PCOs, corporate accounts and stake holders
- Participate in the preparations of the promotional theme events, other promotional activities, and invitation lists.
- Meet monthly, quarterly, and annual sales targets.

SALES REPRESENTATIVE

Nestle Lanka Pvt Ltd- Sri Lanka

2017 - 2019

- Overall responsibility of Sales revenue achievement of each brand in the assigned territory.
- Random checking quantities of goods on display and in stock to ensure adequate stocks are present and displayed as per planogram.
- Inventory management at outlets-Ensure FIFO through proper merchandising follow up
- Ensure Sales return as per process set, and follow up to clear booked returns from outlets.
- Process merchandise deliveries quickly and effectively, and constantly replenish merchandising fixtures to ensure the entire product order delivery.
- Meet store sales and KPI targets, as well as individual performance targets.

