



Amjad Ali

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Al Nahda Sharjah UAE

Salesmen Cum Driver

Objective

To obtain a Sales Executive role where I can utilize my excellent communication, negotiation. Looking for a challenging position that will allow me to utilize my excellent techniques and strategies. To join an organization where I can contribute to the growth of the business by utilizing my experience.

Experience

➤ Salesmen Supervisor **Night to Night Sharjah**

Reading the customer's needs and expectations, they provide great customer service and develop long-term relationships with key clients. Setting sales goals and developing sales strategies. Negotiating contracts and packages. Working towards monthly or annual targets. Deal in cash and collecting checks from customer. Returned items, GRV handling.

➤ Purchaser **Night to Night Sharjah**

Oversee all aspects of the purchasing process, research on potential products, vendors, and supplier management, comparing price and quality to ensure the best deal, Meeting, and inventory, develop vendor agreements and establish relationships, develop, and maintain a database of suppliers, vendors, and contractors.

➤ Merchandiser **Areen East & West L.L.C**

- ✓ FMCG (Fast Moving Consumer Goods)
- ✓ FIFO (First In First Out)
- ✓ Planogram (Brand Block & SKU Block)
- ✓ Share Of Shelf & Facing
- ✓ Display (Window Kit, Airspace, Countertop)
- ✓ Shelf Tag Price & Price Board
- ✓ Check Backroom and Replenish Shelf
- ✓ Update Retail On How To Maximize Visibility Payout
- ✓ Regular Visit & Issue Resolution

Driving License

LTV Driving License

License No: 888294

Location: Sharjah

Skills

Microsoft Word, Excel, Power. Point Typing.

Product Knowledge.

Display Expert.

Communication good Skill.

Written and communication.

Self-motivation.

Multitasker.

Languages

English ★ ★ ★ ★
Arabic ★
Hindi ★ ★ ★ ★ ★
Urdu ★ ★ ★ ★ ★

Education

Bachelor .2019 University of Peshawar.

F.Sc. 2016 G.H.H.S Cantt No.2 Peshawar.

Matric. 2014 G.H.S Badaber Peshawar.

DIT. 2017 Al Nasar Institute Peshawar.

SIGN.



➤ Merchandiser Utility Store Department.

Increased product availability and promotion on sales floor through full merchandising design and implementation. work closely with the store supervisor to maximum product display and rotations. Checking expires of product and inform the company. Working with salesman like a team

➤ Van Salesman Nestle Pakistan Ltd.

Driving a van and selling products to customers.
Delivering purchase orders and informing existing customers of new products.
Increasing sales by promoting products and analyzing competitor behavior.
Signing sales contracts, taking purchase orders, and collecting payments.
Accounting for the safe and timeous delivery of purchased products.
Maintaining sales and delivery records, as well as meeting sales targets.
Liaising with other departments to ensure optimal customer services.
Preventing damage to the delivery van and the company products being transported.
Performing basic van maintenance tasks, such as checking tire pressure, and gas and oil levels

➤ Receiver Night to Night Department.

Handles of the items in a warehouse of a store, and ensures that the shipments are inspected, sorted in the warehouse, or stored on shelves as needed.
Need to keep up with invoices to make sure order are correct