



MUHAMMAD FARHAN IBRAHIM

✉ Flat # G001, Al Manail Building Al Rashdiya3 Ajman - UAE
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OBJECTIVE *Seeking for a responsible & challenging position in a professional environment where my experience, interpersonal skills and varied abilities can be utilized effectively.*

QUALIFICATION

Academic

- Diploma in Supply Chain & Logistics
- B.A.
- Intermediate H.S.C. (I.COM)
- Metric S.S.C (Science)

Skills

- E Mirsal 2 Account (Declaration) All Custom Entries like Token Pass-in.
- MS Excel, MS Word, MS Power Point, MS Excess & Internet / MS Outlook (Certificate Course)
- English Language Course.
- Dubai Municipality Product Registration (Food Stuff)

EXPERIENCE

March 2020 To Till AWS Distribution. Dubai – UAE
Sales Manager (Shandar Masala, India House, Fillimie)

- Making rout on SFA (PDT).
- Managing the rout for Sales Team.
- Coordinating with Supervisor for Sales.
- Meeting with Vanders for Listing
- Visiting Market with sales team to insure product availability.
- Listed Items availability if not make order.
- Managing product with Logistics team.
- Doing Meeting with A & B Class Supermarket for Product Listing
- Looking payment status for Customers.
- Follow up for sales targets with sales team.
- Solving issue for sales team.
- Insure smooth delivery and operations process with Our Team and Customers.
- Solving Customers Issues with nice manners.
- Up to date the customer history.
- Supervise the product display in Market.

Jan 2019 To Feb 2020 Farm Fresh LLC. Dubai – UAE
Van Sales Supervisor (Promoted to Sale Supervisor Post)

Product:

- Dry Items (Shan Masala, India Gate Rice, Aahsivad Atta, Mama Sita, Lucky Me, Sunfest Biscuits)
- Frozen Items. (JBS Poultry Product, Emborg Vegetable, Farm Fresh Items, Mccain Fries & Cake, K&Ns, Klaasic Sea Food)
- Chilled Items Farm Fresh Eggs, Emborg Dairy Products

Major Responsibilities

- Making Rout Plan for Salesmen.
- Doing Visit with Salesman regular basis.
- Solving problems for Salesmen
- Checking and Sending Daily Sales Report.
- Look after each salesman Cash Collection and doing surprise visit to Market.
- Arranging weekly and monthly meeting and discussed about sales progress.

Nov 2017 To Jan 2019 Farm Fresh LLC. Dubai – UAE
Sales Executive HORECA and Traditional Trade.

Product:

- Dry Items (Shan Masala, India Gate Rice, Aahsivad Atta, Mama Sita, Lucky Me, Sunfest Biscuits)
- Frozen Items. (JBS Poultry Product, Emborg Vegetable, Farm Fresh Items, McCain Fries & Cake, K&Ns, Klaasic Sea Food)
- Chilled Items Farm Fresh Eggs, Emborg Dairy Products

Major Responsibilities

- Getting order from Hotels, Restaurants, Cafeterias, Supermarket & Groceries.
- Market Visit as per Rout Plan through SFA (PDT).
- Making order on SFA (PDT)
- Cash & Cheque Collections
- Deposit Collection as per Daily Basis
- Merchandising as per Planogram
- Checking Product conditions and Expiry
- Listed Items availability if not make order.
- Managing Shelves with Merchandiser & Shelf Fillers.
- Doing Meeting with A & B Class Supermarket for Product Listing
- Looking payment status for Customers.
- Checking orders and making deliveries on time with delivery team.
- Making GRV for Near Expiry Expired Product and Damage Products.
- Insure smooth delivery and operations process with Our Team and Customers.
- Solving Customers Issues with nice manners.
- Up to date the customer history.
- Supervise the product display in Market.

April 15 To Oct 17 Murtada Food Stuff Trading LLC. Sharjah / Ajman
Sales Executive.

Area Looking Ajman with 250 outlets

Product:

- Flour & (For Dubai & Ajman)(Only HORECA)
- Phool Spices from Pakistan (HORECA & Local Market)
- Regal Food Product form UK (Snakes & Becky Items)
- Rice for (HOEICA)

Major Responsibilities

- Getting order from Supermarket, Groceries, Cafeterias & Hotels.
- Market Visit regular basis.
- Check Products condition.
- Checking Product conditions and Expiry
- Merchandising for products
- Doing Meeting with Supermarket, Restaurant, Hotels and Wholesalers
- Supplying to bulk quantity to Public Cock / Kitchens, Bakeries and Restaurants.
- Looking payment status for Customers.
- Insure deliveries on time with delivery team.
- Making GRV for Near Expiry Expired Product and Damage Products.
- Insure smooth delivery and operations process with Our Team and Customers.
- Solving Customers Issues with nice manners.
- Up to date the customer history.
- Supervise the product display in Market.

Mar 14 To Mar 15 Ali Hassan Al Showaiheen General Trading Est. Dubai
Sales Executive. Collation with Midnight Distributor (Company Closed)

Area Looking Ajman with 250 outlets

Product:

- Royal Tiger Energy Drink
- Frozen Fish
- Bunoful Products (Snakes & Becky Items)

Major Responsibilities

- Getting order from Supermarket, Groceries, Cafeterias & Restaurants
- Managing Shelves with Merchandiser & Shelf Fillers.
- Has 3 Merchandiser & 8 Shelf Fillers.
- Looking Market Competition.
- Issuing Credit limit with the approval of Management.

- Checking orders and making deliveries on time with delivery team.
- Making GRV for Near Expiry, Expired Product and Damage Products.
- Insure smooth delivery and operations process with Our Team and Customers.
- Solving Customers Issues with nice manners.
- Up to date the customer history.
- Supervise the product display in Market.

July 11 To February 14 Sialkot Shipping & Marine Cargo LLC Sharjah.
Logistics Coordinator. (Report to Chief Executive Officer)

Major Responsibilities:

- 3 PL Services Provider.
- Import & Export of Food Stuff. (Own Brand from UK)
- Communicate with Airlines & Shipping Line.
- Hold on Cargo Operation & Sales.
- FCL, LCL & Break Bulk Handling.
- Specialize for Door To Door for Pakistan, UK, Europe & USA
- Consolidation & De Consolidation.
- E Mirsal 2 (Declaration of Custom)
- Operate Calogi Software Account
- Manage the consolidations shipment / HAWB
- Warehousing the cargo & load plan on containers
- Finalization of Cargo.
- Manage Warehouse.
- Handle Inventory of Cargo & maintain warehouse.
- Preparation of accounts. (Receivables/payables).
- Analyze business development and monitor market trends.

June 07 To June 11 Pakistan Freight Plus. IATA Agent Karachi.
Operations Executive. (Report to Chief Executive Officer)

Major Responsibilities:

- Completion & finalization of accounts.
- Communicate with Airlines.
- Hold on Cargo Operation & Sales
- Sales Repot to Airlines on Fort Night Basis.
- Preparation of final accounts on quarterly basis along with the statement of overdue receivables/payables.
- Preparation of A/c. Receivable & A/c. Payable accounts.
- Preparation & submission of documents for customs clearance from Karachi
- Customs (Air Freight Unit) Export

June 06 – To May 07 Aero Asia International (Pvt.) Ltd. Karachi.
Cargo Operations Officer
 (Report to General Manager Cargo & Executive Directors)

Major Responsibilities:

- To process the shipments
- Meet with Customers, Report to Director Cargo
- Manage Flight Operation
- Manage Flight Load
- To get in touch with parties on daily basis in order to confirm smooth operation.
- To issue the AIR WAY BILL STOCK to agents.
- To check rates, quantity of cargo in weekly basis
- To check and update and manage the cargo.

Sep 05 to June 06 REGAL Food/Freight Plus (Pvt.) Ltd. Karachi.

(Unit of REGAL Group of Companies, Bradford U.K.,)

Office Asst. & Booking Officer. (Report to Manager).

Apr 99 to Mar 06 Shahanshah Digital Movies Karachi.
Cameraman & Photographer
(My Own Business was in Pakistan from Last 5 year as a Part Time)

- Now I am doing my own work by the name of **Jan's Digital Network** since 5 years as a part time in Pakistan.
- I have worked for Pakistan Steel Mill, Cadet College Petaro, Nespak, Cadet College Pakistan Steel & many big organizations.

- I have also experience of Outdoor Video Mixer Operator.
- I used all types of videos Cameras.
- I made more than 5 Cameramen for News Channels.

INTERESTS

Reading books & newspapers, Current Affairs, watching movies, Internet/Computers etc.

LANGUAGES

Urdu, English, (can speak, write and understand). Hindi, Pushto, Sindhi & Panjabi (Can understand & speak)

PERSONAL

- Father's Name : Muhammad Ibrahim Khan
- Date of Birth : 03/09/1984
- Marital Status : Married
- CNIC No : 42501-262060-1
- Passport No : BH1026902 Expiry 01/12/2019
- Religion : Islam
- Driving License (UAE) : 63633057 (LTV Manual)(Own Car)
- Visa Status : Employment Visa (Resigned on Notice

Period)

Reference

- Khalil Ahmed (Executive Director of Aero Asia Airlines)
- Hadir Jalal (Ex Director Marketing of PIA & CEO of Gerry's DNATA Pakistan)
- Imtaiz Ahmed (Owner of Murdaza Food Stuff Trading)
- Tahir Rehman (Cargo General Manager Gerry's Karachi)