

MALIK ALI AMMAD

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Dubai UAE

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Pakistan

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OBJECTIVE:

A Suitable position with an organization where I can Utilize the best of my skills and abilities that fit to my Education, skills and experience a place where an encouraged and permitted to be an active participant as well vital contribute on development of the Company

SUMMARY OF QUALIFICATION:

- ♣ Hard worker
- ♣ Flexibility & Reliable worker
- ♣ Good team player in job role
- ♣ Excellent attention to details

EXPERIENCE:

Company	:	NESTO HYPER MARKET L.L.C
Location	:	Dubai UAE
Position	:	Salesman
Duration	:	(July 2023) to till date.

Company	:	M & P Courier Services
Location	:	Pakistan
Position	:	Delivery Boy /Merchandiser
Duration	:	(September 2022 – May 2023)

Duties & Responsibilities:

- ♣ Plan and develop merchandising strategies that balance customers' expectations and company's objectives
- ♣ Analyse sales figures, customers reactions and market trends to anticipate product needs and plan product ranges/stock
- ♣ Collaborate with buyers, suppliers, distributors and analysts to negotiate prices, quantities and time-scales
- ♣ Maximise customer interest and sales levels by displaying products appropriately
- ♣ Produce layout plans for stores and maintain store shelves and inventory
- ♣ Forecast profits/sales and plan budgets
- ♣ Monitor stock movement and consider markdowns, promotions, price changes, clear outs etc
- ♣ Build constructive customer relationships and team with channel partners to build pipeline and close deals
- ♣ Remain up to date with industry's best practice
- ♣ Monitoring sales and identifying any losses or stock wastage

- ♣ Working with suppliers and distributors to negotiate prices and order large volumes
- ♣ Collaborate with executives, marketers and salespeople to set prices that are good for the market and profit
- ♣ Getting to know the customer base and understanding their motivation and sales drivers
- ♣ Reviewing customer feedback to predict sales trends and seasonal stock demand
- ♣ Briefing staff on stock display and rotation to ensure every space is optimized
- ♣ Researching and monitoring industry trends and consumer behavior to anticipate demand and changes in buying patterns
- ♣ Making predictions based on sales data, customer feedback and market trends
- ♣ Assessing the effectiveness of different product displays and store layouts on sales figures
- ♣ Reviewing competitors, including pricing, profit, marketing and other progress
- ♣ **Well knowledge of Roads & Location All U.A.E.**

EDUCATION QUALIFICATION:

- ♣ **(10th) Matric Passed**
- ♣ **Diploma in D. A.E**

PERSONAL PROFILES:

Name : **MALIK ALI AMMAD**
 Father's Name : Dil Bahar Khan
 Date of Birth : 30-09-2002
 Nationality : Pakistani
 Gender : Male
 Religion : Muslim
 Marital Status : Single
 Languages Known : English, Urdu, Hindi & Punjabi

PASSPORT DETAILS:

Passport No : BT1278581
 Visa Status : **Employment Visa**

DRIVING LICENSE DETAILS:

Driving License : Valid UAE D/L **No 3**
 Driving License No : 4755087
 Date of Issue : 06-08-2024
 Date of Expiry : 06-08-2026
 Vehicle Type : **Light Vehicle**

CONCLUSION & DECLARATION:

I hereby certify that the above mentioned Statement is correct & true to the best of my knowledge & belief.

MALIK ALI AMMAD