

# **CURRICULAM VITAE**

**Hammad Ali**

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## **Career Objective:**

Seeking a responsible position with an opportunity for professional challenge to apply increase my skills and to support and enhance corporate objectives of the organization.

## **Work Experience:**

**Jaleel Distribution ( Jan 2025 – Present)**

**Designation: Key Accounts Sales Executive**



### **Duties and responsibilities:**

- Manage and grow relationships with key accounts
- Serve as the primary point of contact for assigned clients
- Understand client needs and develop tailored solutions
- Collaborate with internal teams to ensure service delivery
- Identify new business opportunities within existing accounts
- Negotiate contracts and close agreements
- Monitor account performance and provide regular updates
- Resolve client issues and ensure satisfaction
- Develop strategic account plans
- Stay informed about industry trends and market conditions

**Unitra Mets Group ( June 2022 – Dec 2024)**

**Designation: Van Sales Representative**



### **Duties and responsibilities:**

- To sale and distributes and collect outstanding dues on time.
- Taking purchase order and collecting payments.
- Increasing sale by promoting and displaying products.
- Maintain sales and delivery records, as well as meeting sales targets.
- Ensuring the cleanliness of interior and exterior of the van.
- Performing basic van maintenance tasks, such as checking tire pressure, gas and oil levels.

**Dubai Refreshment, Dubai (Feb, 2017 - June, 2022)**

**Designation: Merchandiser**



**Duties and Responsibilities:**

- Maximize 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 practices

**ACADEMIC BACKGROUND**

FSC (PRE-Engineering)                      BISE Gujranwala, PK                      2011 - 2013

**Technical Skills:**

MS Office – Word, Excel, Powerpoint.

**Personal Traits:**

Planning & Co-ordination skills.

Self Motivated & Confident.

Hard working, Honest, Co-operative and ambitious.

High degree of Adaptability.

**General Information:-**

Nationality : Pakistani

Age, Date of Birth : 30 / 27<sup>th</sup> September 1994

Gender : Male

Marital Status : Married

Language Known. : English & Urdu

Visa Status : Employment

Driving License : Yes

**Declaration:-**

I hereby declare that all the information is correct to the best of my knowledge and belief.

**Hammad Ali**