



HAREES BASHEER

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Professional Summary

Seeking a suitable position looking for substantial responsibility where my past and a varied experience would be fully utilized in a career opportunity and where making a significant contribution to the success of my employer will give me career advancement opportunities. And i have well experience in Philippine food and cosmetic product.

Skills

- COMPUTERKNOWLEDGE Basic
- Knowledge Of Computer Operation Including Ms.
- Word, Ms. Excel. Ms Office Ms. Power Point, Ms.
- Access, Programming and Internet Browsing.
- Category development
- Supplier Contracts
- Standard Sourcing Process
- Supplier Reviews Good experience in sourcing from both international and local market, import & export process.

Work History

Sales in Charge

02/2020 to Current

FOODINO TRADING WLL – Doha, Qatar

- Conducted weekly sales meetings to discuss business opportunities and strategies and alleviate issues.
- Trained new associates in successful sales and performance strategies.
- Developed monthly team action plans and monitored progress.
- Managed and developed sales team.

Category Manager

05/2017 to 08/2018

Bismi Distribution Company – Dubai, U A E

- Studied technical aspects of managed category to identify key quality attributes and cost containment levels.
- Mitigated business risk and improved customer lead times through thoughtful supplier network design.
- Monitored market to capitalize on latest trends.
- Practiced standard sourcing process of opportunity assessment through supplier on-boarding to achieve goals.

Area Manager

08/2010 to 03/2017

Ninja Group of Company – Dubai, U A E

Good experience in sourcing from both international and local market, import & export process,

Developed sales strategy based on research of consumer buying trends and market Conditions.

- Drove revenues and team morale by developing and deploying sales contests.
- Resolved conflicts promptly to promote positive environment for customers.
- Maximized resource utilization and achieved production targets by managing day-to-day usage of department resources.
- Customs clearing and Importing & Exporting for food and cosmetic product.

Category Executive

10/2007 to 05/2010

M.H. Enterprises – Dubai, U A E

- Studied technical aspects of managed category to identify key quality attributes and cost containment levels.
- Mitigated business risk and improved customer lead times through thoughtful supplier network design.
- Fostered positive work atmosphere by acting and communicating collaboratively with customers.
- Developed and executed spend category to support business objectives.

Purchasing Manager

04/2004 to 08/2007

Al Manama Hypermarket – Dubai, U A E

- For an job work with attention and honesty
- Maximized operational effectiveness across territory.
- Adjusted procedures to maximize department effectiveness.
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Education

High School Diploma M V G H S – Peroor Kollam	03/1993
Bachelor of Arts: M G University Kerala - Kerala	05/1996
D.C.A G-Tec Computer Education - Kollam	01/2000
DIPLOMA: Sales and Marketing Education ICON Training Center - QATAR	05 /2022

Additional Information

- Date of Birth : 22 /03 /1978
- Marital Status : MARRIED
- Nationality : INDIAN
- Passport no : U0910049
- Passport Date of Issue : 19 / 01/ 2020
- Passport Date of Exp. : 18 / 01 / 2030
- Place of issue : QATAR
- Visa Status : Transferable QID with NOC
- QID No : 27835651648
- Driving License : Holding Qatar License
- Languages : English, Hindi, Malayalam, Tamil, Arabic(understanding)

DECLARATIN

Respected Sir, if you give me a chance to working in your esteemed organization,
I can assure you that I will perform my duty with responsibility & obey the directions of entire
My superiors.

HAREES BASHEER