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|  |  |  **Imran Mahmood** UAE, Sharjah |
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|  |  |  E-mail: imran\_gctt@yahoo.com |
| **Year** | **Level** | **Institution** |
| 2006 | Bachelor (Hons) | ASSOCIATE ENGINEERING in (DAE) MECHANICAL TECHNOLOGY |

# PROFESSIONAL EXPERIENCE

## Sales Executive at Saudi Snack Food (Dubai, April 2017 – present (7.5 year))

## Sales Executive at DITRA SITRA DUBAI (Dubai (1 year))

## Salesman at AL SAFI DANONE LLC (Dubai (5 year))

## Salesman at IRSHAD SALEEMI & COMPANY LLC (Sharjah (3 year))

# ROLES & RESPONSIBILITIES

* Visiting all the sites in the designated area.
* Following the instructions and route plans given by the management.
* Meeting and developing relationship with the site Supervisors, Assistant Supervisors & the Staff.
* Prepare orders & deliver at the same time to the site.
* Taking care and always merchandising the goods during the store visits.
* Always maintaining proper visibility of the products in the store.
* Making sure adequate stock is always available in the stores.
* Making sure the testers or samples of required products is always available.
* Create invoices on sites during delivery.
* Submit daily invoices in the office.
* Collect GRV’s from stores if available and make sure the correct quantities are mentioned on the GRV’s.
* Addressing customer issues and getting feedback from the market & communicating the information in a timely manner to your immediate manager.
* Implementation of promotions and roll outs for new products as priority and instructions given by the management.
* Maintain communication with the team members.
* Report competitor’s activities in the market to the management.
* Ensure company products are handled with care and stock rotation is adhered too.
* Achieve sales targets on monthly basis given by the management.
* Ensure professional standards are always maintained.
* Attend exhibitions as instructed by the management.
* Taking care and using the company assets for official purposes only.
* Follow up with payment receivables from individual private stores.

# PROFESSIONAL SKILLS



* Consistently achieving sales targets.
* Complying with health and safety regulations as laid down in the store Health and safety policy.
* Hard working, self-motivated and flexible.
* Ability to work efficiently and accurately in a fast-paced retail environment.
* A real commitment to customer service.
* An eye for stylish merchandising.
* Having specialist knowledge of the store products and merchandise.

# DRIVING LICENSE



# Driving license (U.A.E - 2010)

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| **HOBBIES AND INTERESTS** |  |  |



* Gym
* Sports (Cricket)
* Netflix