



# Junaid Khan,

## Store Management Specialist

Location: Dubai, U.A.E.    Visa Status: Employment Visa    Phone Number: +971 508443725    Nationality: Pakistani

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### Summary

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Obtaining different positions where I can utilize my skills to grow and add value to the organization in which I work as well as seeking a challenging position in which I can increase my skills level along with a successful career path.

### Work Experience

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#### General Warehouse manager

**Feb 2016 – Dec2022**

##### DHL

- handle the day-to-day operations of the warehouse.
- Create and manage receiving, warehousing, and distribution processes and procedures, and confirm staff compliance.
- Conduct physical counts of products and reconcile with data to maintain adequate inventory levels.
- Develop and monitor procedures for safety and security of warehouse environment and all goods.
- Inspect all warehouse equipment and order repairs and replacements when required.

#### Sales Representative

**Jan 2014 – Jan2016**

##### Tariq Flour Mills

- Achieve annual sales and profit plan by identifying opportunities, strategies, and tactics, and by influencing key stakeholders within their distributors.
- Consistent customer consultation to maximize sales opportunity.
- Maximize volume and revenue in assigned food service distributors/operators by utilizing fact-based, strategic selling methods.
- Identify and develop key senior level relationships that should be initiated to further attain goals; Relationship building among all branches of distributors (sales, marketing, operations, and procurement)

#### Machine Operator

**Dec 2010 – Jan2014**

##### MITI Marketing (PVT). LTD

- Responsible as Asst. Machine Operator (1 Year)
- Responsible as Machine Operator (1 Year)
- Meeting or exceeding sales goals.
- Helping determine pricing schedules for quotes, promotions, and negotiations.
- Responsible as Asst. Machine Operator and applicator (2 Year)

### SKILLS

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- Physical stamina.
- Ability to work independently and effectively in a team environment.
- Attention to detail and the ability to manage multiple tasks simultaneously.
- Proficiency in MS Word & Excel and knowledge of relevant surveying software and technology
- A willingness to work long hours and under tight deadlines as needed.

## **EDUCATION**

**Aug 2015 -Sep2017**

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### **Bachelor's degree**

Faculty Of Commerce – University of the Punjab

## **INTERSHIP AND TRAINING**

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### **Other Internships**

- ICDL Course
- Human Resources course
- Accounting software course
- Selling and marketing skills course
- E-marketing course from Google

## **LANGUAGES**

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- English: Good.
- Urdu: Native.