




# MOHAMMAD ABRAR KHAN


## SALES EXECUTIVE

I am a Sales Executive with a stellar record of success in the FMCG industry, and I am eager to leverage my skills, experience, and unwavering commitment to achieve remarkable growth and profitability for your organization.

## CONTACT

 DUBAI, UAE

 +971 503786025

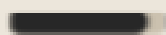
 makabrarkhan@gmail.com

 16 December 1989

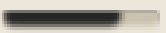
 UAE Driving Licence

## STRENGTHS

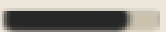
Working under pressure



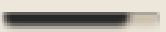
communication



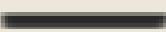
Adaptable



Punctual



Problem Solver



## EXPERIENCE

### SALES EXECUTIVE

#### IDCO FOODSTUFF TRADING LLC (JULY 2023- TILL PRESENT)

- Responsible for generating sales by identifying and pursuing new business opportunities .
- Maintaining relationships with existing and new clients to ensure business and client satisfaction.
- Market research to identify trends, competitor activities, and potential opportunities for growth.
- Negotiate contracts and agreements with clients, ensuring favorable terms for both parties.
- Track order processing including, fulfillment, & delivery coordination.
- Provide excellent customer service by addressing inquiries, resolving issues, and ensuring timely delivery
- Prepare and present sales reports to management, analyzing sales data and identifying areas for improvement.
- Meet or exceed sales targets and objectives set by the company.

## INTERESTS

- HORSE RIDING
- TRAVELLING
- EXPLORING RESEARCH  
IN ANY TOPIC

## LANGUAGE

- ENGLISH
- HINDI

## SOFTWARE

- MS-OFFICE/WORD/EXCEL

## EDUCATION

- Bachelors of Business  
Administration,  
CCS University,  
(Merrut - Uttar Pradesh)  
India

## SALES EXECUTIVE

### IFFCO GROUP

(NOV 2018-JUN 2023)

- Set clear sales targets, objectives, and KPIs for each key account, aligning them with overall company goals.
- Identify growth opportunities within key accounts and develop plans to capitalize on them.
- Stay updated on product features, benefits, and industry trends to effectively communicate value propositions to key clients.
- Ensure that inventory levels are aligned with demand to prevent stockouts or overstock situations.
- Prepare and deliver regular reports on sales performance, market trends, and account status to the management team.
- Maintain accurate records of interactions, agreements, and sales activities.
- Meeting the monthly sales target set and collection.
- Visiting all outlets without fail per the journey cycle.
- Confirming the distribution and visibility in all outlets.
- Preparing DSR for management and playing a key role in increasing growth and customer satisfaction needs.

## ASSOCIATE SALES

### CONSULTANT

POLICY BAZAAR

(MAY2017-JULY 2018)

## SALES OFFICER

FORTUNAGREENS INFRA-  
PROMOTERS PRIVATE LTD.

## EXECUTIVE TECHNICAL

### SUPPORT/CUSTOMER

## CARE EXECUTIVE

CTC INFOTECH PRIVATE LTD.

# MOHAMMAD ABRAR KHAN

SALES EXECUTIVE

## CONTACT



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makabrarkhan@gmail.com

## Greetings!

I am a dedicated and results-oriented Key Account Sales Representative with a proven track record of driving growth and nurturing invaluable client relationships in the Fast Moving Consumer Goods (FMCG) industry. My abilities and strengths revolve around my unwavering commitment to exceeding sales targets, delivering exceptional client satisfaction, and contributing to overall business success.

My foremost strength lies in my ability to understand the unique needs and preferences of key accounts. I excel at building and maintaining strong, trust-based relationships, which has allowed me to consistently surpass sales targets and foster enduring partnerships.

I possess a keen strategic mindset and am adept at developing data-driven sales strategies. These strategies are not only tailored to meet the specific goals of each key account but are also aligned with the broader objectives of the organization. My meticulous planning and execution have consistently yielded impressive results.

Challenges are an integral part of sales, and I thrive on finding solutions. I am skilled at quickly identifying issues and collaborating with cross-functional teams to resolve them effectively. My proactive approach ensures minimal disruption to operations and maintains strong client relationships.

The FMCG industry is dynamic and ever-changing. My ability to adapt to evolving market conditions, consumer preferences, and technological advancements has been instrumental in staying competitive and achieving consistent growth.

In summary, I am a seasoned Key Account Sales Representative with a robust set of abilities and strengths that enable me to excel in the FMCG industry. I am driven by a passion for delivering results, cultivating client relationships, and contributing to the overall success of my organization. I am eager to leverage my expertise to drive growth and profitability for your company while maintaining the highest standards of customer satisfaction.

**Abrar Khan**  
(sales executive)