



ABDUL NASAR HAMEED

SALES EXECUTIVE

CONTACT



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Dubai - UAE

EDUCATION

- Diploma Automobile Engineering
- Bachelor of Commerce (Calicut university)
- Plus Two (Board of Higher Secondary Education Kerala.
- S.S.L.C (Board of Secondary Education Kerala

AREAS OF EXPERTISE

- Sales Techniques
- Target Achievement
- Retailer Negotiation
- Client Relations
- Sales Strategy Implementation
- Market Research
- Customer Service
- Post Sales Support
- Product Demonstration
- Demand Forecasting
- Report Preparation FMCG

DRIVING LICENSE

Valid UAE Driving License

License No : 63642247

Expiry Date : 01-03-2027

PROFESSIONAL SUMMARY

Results-driven Sales Executive with 12 years of experience in driving revenue growth and cultivating strong customer relationships. Seeking to utilize proven sales expertise, strategic thinking, and a customer-centric approach to contribute to a forward-thinking organization, achieving ambitious targets and expanding market share.

PROFESSIONAL EXPERIENCE

- **AL GHURAIR FOODS DISTRIBUTION LLC , DUBAI UAE (2022- TILL DATE)**
Position :- Key Account Executive
- **NATIONAL FOOD PRODUCT COMPANY LLC , DUBAI UAE (2017- 2022)**
Position :- Sales Executive
 - Developed and implemented effective sales strategies to achieve sales targets and increase market share.
 - Negotiated and closed high-value contracts with clients, resulting in significant revenue contributions.
 - Expanded the portfolio of key accounts, driving revenue growth through relationship building and exceptional customer service.
 - Monitored and analyzed sales performance metrics, adjusting strategies to optimize sales efforts and achieve sales goals.
 - Developed and maintained strong relationships with distributors, wholesalers, and retailers.
 - Coordinated with supply chain teams to forecast demand.
 - Gathered customer feedback, and ensured brand consistency across different sales territories.
 - Provided regular sales reports and forecasts to senior management.
- **MAF RETAIL LLC (Carrefour) , DUBAI UAE (2012- 2017)**
Position :- Supervisor (FMCG & OPSS)

CORE SKILLS

- Effective Communication
- Good Interpersonal skills
- Active Listening
- Ability to Negotiate
- Planning & Forecasting Positive & Reliable
- Team Coordination

LANGUAGES

- ENGLISH
- HINDI
- MALAYALAM
- TAMIL
- ARABIC

PERSONAL INFO

- Nationality : Indian
- Visa Status : Employment Visa

DECLARATION

I hereby declare that all the information furnished above are true to the best of my knowledge and belief.

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- Greet the customer with a friendly smile. •
- Customer service, assist customers with product questions, in prompt, Friendly, courteous manner referring staff when necessary. •
- Suggestive selling and replenishing the items using FIFO Display, First in First Out. •
- Checking the items to see if they are in good condition before giving them to customers. •
- Arranging stocks from smallest to the biggest size with family, brand name, and category with blocking display and follow the Planogram of respectfully stores and company. •
- Check the merchandise to ensure the correct place and signage. •
- Inventory the items, preparing promotional items. •
- Arranging the warehouse using FIFO. •
- Monitor the expiration date of products. •
- Sales talk and familiarize your brand and quality of the product.