



SHAH AALAM

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AL Qusais, Dubai

CAREER OBJECTIVE

Talented Sales Professional with 17 Years experience and exceptional skill at selling a company's products and services utilizing effective and innovative marketing methods tools and resources.

Amicable and enthusiastic approach and excellent pitching clearly delineates why a customer or client should invest in your products.

ABOUT ME

Date of Birth : 22.02.1986
Nationality : Indian
Gender : Male
Marital Status : Married
Passport No. : L6624738
Date of Expiry : 07.04.2024
Visa Status : Residence Visa

IT KNOWLEDGE

BASIC COMPUTER

(MS Word, Excel & Power Point)

LANGUAGES

English ★★★★★
Hindi ★★★★★
Gujrati ★★★★★

EXPERIENCE

SALES EXECUTIVE | 2013-Till Now (MAJOR GIFT MARKETS IN SHARJAH, AJMAN & FUJAIRAH)

Aal Mir General Trading,
Dubai.UAE



- Achieve assigned targets for the period from the route given.
- Reporting to account manager, Handling a team of two merchandises.
- Negotiate on the BDA and extra visibility with customers.
- Ensure customer credits are under control as per the terms and conditions of the company
- Ensure Availability and Visibility of all SKU's in outlets like
- Day to day Group, Saving Home Group, Kabayel Group, MS Max group, Sea Flash Group, Palm discount group, Emirates Market group, Madina, Lulu, Nesto and So on
- Ensure KPI's are being followed in RE's
- Prepare and Plan Leaflet participation promotion for outlets and Ensure visibility as per the agreements.
- Ensure Visibility of products with POSM in the RE, and stimulate special activation if any
- Follow the route adherence and make sure route coverage is 100%
- Maintains a detailed knowledge of the competition and the best ways to stand out from them

INVENTORY EXECUTIVE | 2009 - 2013

Aal Mir General Trading,
Dubai.UAE



- Responsible for inventory management with aim of improving the integrity and accuracy of inventory at all times.
- Responsible for day to day visual inspection on goods arrived at the warehouse and packed for transferring to own retail shops/dealers/customers.
- Ensure timely processing of all inbound/outbound activities to meet overall company business objectives.
- Inventory reconciliation between in-house tracking system and the physical counts.
- Keep track on all the expiry product and do the necessary.
- Perform and complete cycle and annual stock take assigned by Buyers and Finance Department accurately and timely.
- Interface and support inter-departments on stock quantity related issues.
- Comply strictly with the company's standard operation procedures, workplace safety rules and regulations.
- Maintain the cleanliness and tidiness of the warehouse. Other ad-hoc duties assigned.

JOB SKILLS

Active listening
Communication
Customer service
Interpersonal skills
Management skills
Problem-solving
Time management



DRIVING LICENSE

License No. : 2121215
Date of issue : 07.04.2015
Date of expiry : 07.04.2025
Place of issue : Dubai
Category : Light Vehicle

REFERENCE

IQBAL
Senior Sales Supervisor
Sweet Garden General Trading Llc
+971 52 999 52 34

HISHAM
Sales Manager
NTDE (Mondelez Division)
+971 55 87 91 888

WAREHOUSE ASSISTANT | 2007-2009

Aal Mir General Trading,
Dubai.UAE



- Ensure all orders are processed efficiently and that the delivery of materials meets customers' expectations and business timelines
- Utilize handheld units to pick items according to the Warehouse Management System
- Inspect items to ensure they're not damaged or faulty
- Pack products with pride, treating each parcel as the cycle of experience with Sage x Clare
- Assist with unloading containers, sorting, counting, receiving into WMS and palletising of stock in the warehouse
- Assist with stock replenishment, ensuring stock levels on picking shelves are maintained and monitors stock inventory
- Perform stocktakes bi-annually on all products in the warehouse, as well as participate in scheduled cycle counts
- Maintain a safe and clean work space and environment

EDUCATION

BCOM | 2004
HIGHER SECONDARY | 2001

DECLARATION

I here by declare that all the information mentioned above is true to the best of my knowledge and belief

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