

# **SALES, MARKETING & COLLECTION**

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## **Professional Experience: 14 Years**

### **CAREER OBJECTIVE**

To join a reputed, dynamic, and rapidly growing organization with a commitment to contribute for the optimal utilization of resources to accomplish organizational goals as well as developing and polishing my own career.

### **PERSONAL PROFILE**

<b>Full Name:</b>	Shahbaz Ali
<b>Father's Name:</b>	Ghulam Hassan
<b>Religion:</b>	Islam
<b>Languages:</b>	English, Urdu
<b>Marital Status:</b>	Married
<b>PASSPORT:</b>	NH1793713
<b>Visa Status:</b>	Employment Visa
<b>Present (Mailing) Address:</b>	Dubai International City
<b>Contacts:</b>	<b>Cellular:</b> 052-8848264 <b>E-mail:</b> <a href="mailto:Awan.ali.shahbaz@gmail.com">Awan.ali.shahbaz@gmail.com</a>

### **WORK EXPERIENCE**

#### **Total Experience 14 Years**

#### **VR TECHNICAL SERVICES LLC.DUBAI.**

Worked in VR TECHNICAL SERVICES LLC.DUBAI as a Sales Officer (May 2023 to Date)

#### **Exhibition Merchandiser & Marketing**

- Plan and set up an attractive booth or exhibition space to showcase products effectively. Ensure that the booth design aligns with the company's branding and attracts the attention of attendees.
- Possess in-depth knowledge of the products or services being exhibited. Be prepared to answer questions, provide demonstrations, and highlight key features to potential customers.
- Actively engage with attendees to generate leads and potential customers. Collect contact information and follow up with leads after the exhibition to convert them into sales.
- Deliver compelling sales presentations to showcase the value proposition of products or services. Tailor presentations to the needs and interests of the target audience.
- Ensure that promotional materials such as brochures, flyers, and samples are readily available at the booth. Distribute these materials to visitors and explain the benefits of the products.

#### **Gourmet Foods**

Worked as (ASO) Area Sales Officer (August 2015 to March 2023)

#### **Brand, Food**

Nescafe Coffee, Nestle, Maggi Noodles, Mama Noodles,

#### **Non Food**

Imperial Leather Soap, Lux, Perfume & Body Spray,

#### **Brief Job Description**

- Create the Orders from shops & solve their problems
- Communication with all stakeholders
- Coordination with all team members

- Insure proper area coverage
- Maintaining and increasing sales of products
- Reaching the targets and goals set for area
- Establishing, maintaining and expanding customer base
- Servicing the needs of your existing customers
- Increasing business opportunities through various routes to market
- Setting sales targets for individual reps and team as a whole
- Recruiting and training sales staff
- Allocating areas to sales representatives
- Reporting to senior managers
- Keeping up to date with products and competitors

### **Pepsi Cola Int. Ltd**

- ❖ Worked as (PEPSI) Pre-Sales Officer Dec 2010 to July 2015

#### **❖ Brief Job Description**

- Make orders for customers
- Search New buyers
- Make sure delivery against orders
- Handling replacement of damage stocks.
- Promote new products with customers/buyers.
- Resolve the problems of customers.
- Responsible for positioning solutions and products that are most appropriate for the specific customers.
- Work on customer requirements and provide cost effective technical solutions to meet those requirements  
Co-ordinate with design / product management for various technical matters.
- Support Sales & Services on Technical issues.
- Maintaining good working relationship with the customer

### **ACADEMIC QUALIFICATION:**

**Professional Certification :** SAP MM Certified

**Education :** Inter with Diplomat of Mechanical

**Accounting Software :** SAP MM Certification, MS Office, MS Excel, Outlook