

SALES, MARKETING & COLLECTION



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

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

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