

Tahir Sheikh

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OBJECTIVE

With some experience in a Sales .They can choose to specialize with additional education or professional training. This specialization will enable them to handle support functions such as Sales and others.

ACADEMIC PROFILE ☐

Intermediate (2010 - 2012)

Matric (2008 - 2010)

Professional Experience

Mabeaat (Mashreq Bank) Third Party UAE

Location United Arab Emirates (Dubai)

Visa type Employment

Type: Retail

Brand Credit cards

Job Title: Sale officer

Duration. Nov 2024 to till now

Responsibilities

- ✓ Meet and exceed sales targets every month.
- ✓ Selling credit cards to potential clients.
- ✓ Selling Banking products to customers.
- ✓ Working on existing leads and generate new leads in order to increase sales.
- ✓ Doing tele sales and field sales.
- ✓ Find new business opportunities to generate pipeline for sales.

Sigma Distribution Brand RedBull

Type: Retail

Job Title: Key Account Executive

Dept. LMT

Duration. October 2020 to sep 2021

Responsibilities

- ✓ Visiting stores as per PJP (Permanent Journey Plan)
- ✓ Strong Concentrate over Productivity, Unique Productivity, Zero Purchase
- ✓ Implement brands, promotion and other plans in the territory
- ✓ applying company policies as per company requirement
- ✓ resolve market issue as per defined limit
- ✓ availability & visibility of company product
- ✓ Liaison with Merchandiser :
- ✓ Display - proper record of starting and to end date and make sure the incentives are given on time
- ✓ Maintain standard and quality of display.
- ✓ Follow up on stock re-filling and fresh stocks in the shelves, using FIFO
- ✓ To ensure that stocks in the store have adequate shelf life and rotation of stock
- ✓ Follow up on routine matters to ensure day to day reporting
- ✓ Credit notes/follow up etc.
- ✓ To ensure the availability of POS/Promotional stock

Iffco Group of Company United Arab Emirates

Type: Retail

Job Title: Merchandiser (Key Accounts)

Dept. MODERN TRADE (FMCG) IMT

Duration. 2017 Jan to 2018 July

Responsibilities

- ✓ Merchandise in all Hyper Markets (Carrefour,Lulu,Nesto,Union Coop)
- ✓ Receiving managing stocks and place it to warehouse
- ✓ Participate in Stocktaking and Promotion change

Reckitt Benkiser

Type: Retail
Dept: Utility Store Corporation of Pakistan
Dept. FMCG (MODERN TRADE) IMT
Job Title: Sales Executive (Key Accounts)
Duration: 2 years

Responsibilities

- ✓ Visiting Daily route vise store (CSD,Carrefour,Metro Cash & Carry)
- ✓ Merchandising Display Ordering Look up over Brand Ambassador
- ✓ Concentrate over P.Os to achieve monthly target
- ✓ Payment cash check collection
- ✓ Manage Monthly target
- ✓ Booking Daily Order of all Utility stores

TECHNICAL SKILLS

- ✓ Good knowledge of data entry tools & office systems software (Excel, Access, Word)
- ✓ Excellent typing skills

LANGUAGE

- ✓ English
- ✓ Urdu

PERSONAL ABILITIES & SKILLS

- ✓ Strong organizational and interpersonal skills.
- ✓ Look forward to challenging assignments & I am more productive when faced with demanding task.
- ✓ Have incredible intellect and am quick to take initiatives.
- ✓ Quick learner, result oriented and self-motivated.

PERSONAL INFORMATION

CNIC #	784199352864765
Passport #	CP7121011
Date of Birth	23 rd Mar 1993
Fathers Name	Muhammad Tariq
Visa	Resign
Licence	LTV Automatic
Marital Status	Married
Nationality	Pakistani
Place of Birth	Lahore Punjab, Pakistan

REFERENCES

Should be available on Request.