

# ZEESHAN MUNIR

# Sales Executive | Transmed Overseas Incorporated | Bachelors in Mass Communication

A sales management professional with over 13 years of experience in various national and international organizations including Transmed Overseas Incorporated, Union Coop and Engro Foods Pakistan.

I am looking forward to joining a growth-oriented and large organization in UAE where I can utilize my skills, abilities and experience to grow their sales and also learn in the process.



zeshan.munier@gmail.com



+971 56 532 8559



in View Profile



Sharjah, UAE



## **SKILLS & COMPETENCIES**

- MS Office
- Sales Management
- Social Media Marketing
- Marketing Strategies
- Marketing Management
- Inventory Management
- Customer Relationship Management
- Brand Management

- ◆ Business Communication
- Data Analysis
- Innovation & Creativity
- ◆ PR & Negotiation
- ◆ Team Management
- Ethics & Integrity
- ◆ Leadership
- ◆ Time Management

Sharjah, UAE



#### **WORK EXPERIENCE**

Sales Executive Sep 2018 - Present Transmed Overseas Incorporated

- Achieved monthly sales targets for a variety of products within the assigned territory.
- Supervised and managed merchandisers to enhance product display according to planograms and implemented the FIFO inventory system.
- Managed sales of up to AED 0.5 million for Sharjah Corporate Society, AED 0.3 million for Ramez Group, and AED 0.5 million for Nesto and Ansar Mall.
- Visited head offices to secure new product listings, handle ordering, and resolve any issues.
- Leveraged negotiation and communication skills to introduce new products in small retail outlets, optimizing shelf space.
- Collaborated with cross-functional teams, including marketing and product development, to align strategies with company goals.
- Tracked and analyzed sales performance metrics such as revenue growth, conversion rates, and pipeline status to evaluate sales effectiveness and identify improvement areas.
- Prepared regular sales reports and presentations for management, offering insights into sales performance, market trends, and opportunities.
- Managed a customer database to ensure efficient future engagement and invitations to planned events.
- Oversaw all B2B sales operations and activities within the designated territory.
- Ensured distribution objectives for specific SKUs were met according to the sales plan.
- Identified target outlets and negotiated and implemented promotional activities to the highest standard.

## Sales Representative **Union Coop**

Aug 2014 - Sep 2018 Dubai, UAE

Verified and received all items delivered to Union Coop markets.

- Monitored near-expiry items and ensured quality assurance.
- Managed stock availability throughout the supply chain, from suppliers to stores.
- Completed all necessary paperwork and administrative tasks.
- Managed and nurtured client relationships to ensure high levels of satisfaction.
- Led and motivated sales teams to consistently meet or exceed their quotas.
- Conducted regular audits of inventory to maintain accuracy and prevent discrepancies.
- Developed and implemented efficient stock management procedures to reduce waste and optimize inventory turnover.
- Coordinated with suppliers to negotiate favorable terms and ensure timely deliveries.
- Provided training and support to sales and warehouse staff to enhance their performance and adherence to company standards.
- Analyzed sales data and customer feedback to identify trends and opportunities for improvement.
- Assisted in the planning and execution of promotional campaigns to drive sales and increase brand visibility.

Salesman Feb 2011 – Nov 2012

Engro Foods Pakistan Lahore, Pakistan

- Engaged with potential and existing customers to understand their needs and preferences.
- Conducted product demonstrations to showcase the benefits and features of ENGRO FOODS products.
- Developed and maintained strong relationships with retail partners and distributors.
- Implemented promotional strategies to increase product visibility and sales.
- Monitored market trends and competitor activities to identify new business opportunities.
- Provided exceptional customer service to ensure customer satisfaction and loyalty.
- Collaborated with the marketing team to create compelling promotional materials and campaigns.
- Analyzed sales data to assess the effectiveness of promotional strategies and adjust plans as needed.
- Attended industry events and trade shows to network and promote ENGRO FOODS products.
- Trained retail staff on product features and benefits to enhance their selling capabilities.
- Prepared detailed reports on sales activities, customer feedback, and market trends for senior management.
- Managed inventory levels to ensure product availability and minimize stockouts.

# **EDUCATIONAL BACKGROUND**

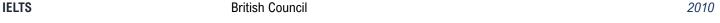
**Bachelors in Mass Communication** Federal Urdu University, Islamabad Pakistan

2014



## **TRAINING & CERTIFICATIONS**

Social Media Marketing SAE Institute | UAE 2018





## **HONORS & AWARDS**

Received award for Best Seller of the Year 2021 at Transmed Overseas Incorporated

2021



#### **INTERESTS & HOBBIES**

Cooking Books Readings Watching Documentaries Playing Football



#### **PERSONAL INFORMATION**

Date of Birth:24 Jul 1990UAE Driving License:YesMarital Status:MarriedVisa Status:Work Visa

Language English, Urdu/Hindi, Arabic