



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



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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



WORK EXPERIENCE

Sales Executive

Transmed Overseas Incorporated

Sep 2018 – Present

Sharjah, UAE

- ◆ 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.

- ◆ 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

IELTS British Council 2010

 **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 1990

Marital Status: Married

Language English, Urdu/Hindi, Arabic

UAE Driving License: Yes

Visa Status: Work Visa