

# Zeeshan Ali

Worked with Carrefour in FMCG

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UAE Driving License: Manual



## CAREER OBJECTIVE:

Seeking to be a part of vibrant and progressive organization offering ample opportunities of diversified exposure, where I can utilize my full potential and enhance my professional skills.

## PERSONAL INFORMATION:

**Father's Name:** Niamat Ali  
**UAE D. License:** Yes since 2019  
**Date of Birth:** 19/Sep/1988  
**Nationality:** Pakistani  
**Languages:** English, Urdu, Arabic  
**Visa Status:** Employment Visa  
**Professional Exp:** 6 Years UAE

## AREA of EXPERTIES:

Storage Management	Labeling	Display Management
Customer Assistance	Inventory Management	Merchandising
Phone Orders Support	Price Computation	Records Maintenance
Stock Replenishment	Order Filling	Identifying Codes Marking

## PROFESSIONAL WORK EXPERIENCE:

**Organization:** Wadi Al Zaytoon and Co. (Consumer Electronics)

**Tenure:** May 2018 to Present

**Designation:** Sales Executive

### Responsibilities:

- Achieve growth and hit sales targets by successfully managing the sales team.
- Implement a strategic business plan that expands company's customer base and ensure its strong presence.
- Visit the construction sites to catch the responsible person for having the inquiries e.g. project manager or MEP engineer.
- To arrange the meeting and presenting the proposal in professional way according to their inquiries.

- Meet with the Interior Designers to give them the overview about lights and shades in their design.
- Make a contact list of contractors and consultants to do list follow up by cold calling on daily basis.
- Prepare the client list every month and report to the company CEO.
- Find the new customers and introduce them the company profile with professional way.
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Present sales, revenue and expenses reports and realistic forecasts to the management team.

**Organization:** Carrefour Hypermarket (Mall of the Emirates), Dubai, UAE  
**Tenure:** Feb 2016 – April 2018  
**Designation:** Stocker / Merchandiser (FMCG)  
**Responsibilities:**



- Check shelves in the store to determine need for restocking.
- Procure items from storage areas and arrange them properly on shelves.
- Mark item with appropriate information such as batch numbers and price tags.
- Rotate products according to specific promotional campaigns being run at the moment.
- Ascertain that each item is properly placed on the shelf and cleaned on a regular basis.
- Check each product to ensure that no expired items are being stocked.
- Clear out expired items and arrange to have them discarded.
- Isolate near expiry products and follow instructions to have them displayed on special promotional prices.
- Respond to customers' queries regarding locating and prices of products.
- manage of the merchandisers outputs availability, planogram, distribution, visibility and pricing on the shelves.
- Receive deliveries from suppliers and vendors and ensure that they are properly stored.

## **ACADEMIC EDUCATION:**

### **DEGREE**

MBA (Marketing)

### **EXAMINING BODY:**

Gomal University

## **COMMUNICATION AND INTERPERSONAL SKILLS:**

- Outstanding command over verbal and non-verbal communicative & interpersonal skills.
- Strong organizational, managerial, problem solving, interpersonal and negotiation skills.
- Confidently able to work independently or in a team to deal effectively with educators & employees.
- Flair to organize & prioritize tasks to meet deadlines.

- Ability to manage multiple projects with minimal supervision.
- Flexible and adaptable to change.

#### **CERTIFICATION/ ADDITIONAL SKILLS:**

- **MS Office** (All versions, esp. MS Word, MS Power Point and MS Excel)
- **MS Excel** (MS Formulae, Reports Automation, Presentations w.r.t. Analysis)
- **SPSS** (Data Analysis, Description, Regression Analysis)

#### **TRAININGS & WORKSHOPS:**

##### **Security & Safety Training**

**Year – 2016**

- Got training at Majid Al – Futtaim in Retail (Carrefour), UAE