

Farhan Abbas

AREA OF EXPERTISE

Closing sales

Brand Management

Marketing

Territory management

Account management

Work Scheduling

Presentation

PERSONAL SUMMARY

A confident, natural and driven sales person who is interested in working for company's who are market leader in the respective fields. Possessing clear evidence of achievement in areas such as lead generation, sales and niche markets. Presently looking to join a company where success is rewarded & Internal succession is given priority.

WORKING EXPERIENCE

Abdullah Abbar & Sons Cold Stores-KSA

Self Service Salesman -Nestle Division

August 2013 to March 2016

Abdullah Abbar & Sons Cold Stores-KSA

Key Accounts Salesman April 2016- December 2019

Amazon-Dubai

Delivery Driver , March 2020 – September 2021

RTA Careem LLC-HALA

Hala Marshal Expo 2020, Oct 2021–March 2022

Transmed Overseas Incorporated

Sales Associate

May 2022– present

Working closely with the sales management team and marketing staff to initiate marketing strategies that support the sales objectives of the company. Always representing the company professionally, ethnically and morally at all the times

PERSONAL SKILLS

Task prioritization

Time management

Negotiating

Decision making

Influencing skills

Duties:

- Identifying and maximizing revenue from existing customer accounts.
- Maintaining high levels of product and customer knowledge and participating in training programs as appropriate.
- Submitting details proposals and quotations to customers.
- Providing regular and accurate sales forecast updates to Line Manager.
- Preparing and delivering sales presentation.
- Responsible to achieve KPIs set by the management.
- Responsible to achieve monthly average sales target.
- Responsible for availability of all category of SKUs as per MSL.

PERSONAL DETAILS

Farhan Abbas

M: 0526163537

E: gullojee010@gmail.com

DOB: 04th March, 1990

Marital Status: Married

Driving licence: yes

Duties:

- Conducted inventory analysis to solve inventory issues.
- Managed outside warehouse inventory audits.
- Established and managed a perpetual cycle count program to maintain accurate inventory records.
- Developed and analyzed data to establish quality and reliability of inventory record.

KEY SKILLS AND COMPETENCIES

- Can easily settle in to any role & take over the management of existing client base.
- Conducting accurate market research.
- Able to keep up a continuous high rate of cold calling potential customers.
- Evaluating marketing campaigns.
- Able to build relationship with customers.
- Confident and able to take the initiative.
- Getting feedback from customers.
- Tactfully handling any complaints.
- Able to make professional sales presentation & product demonstration to audiences.
- Building and maintaining positive working relationships with key decision makers.

ACADEMIC QUALIFICATION

I.com. Intermediate in Commerce.

Diploma in MS – Office.