

0

+971-552621431



abdullahhassan241@gmail.



UAE, Dubai, United Arab Emirates

ABOUT ME

MBA-qualified professional with 18 years of diverse experience in Sales and Operations including 13 years in the UAE. I excel in strategy and process optimization, ensuring seamless operations and strong supplier relationships. I am a proactive team player with exceptional communication and negotiation skills, seeking a challenging role to leverage my expertise and drive

SKILLS

Analysis & Reporting

Excellent Communication Skills

Time Management

Customer Service

Problem Solver

Multi Tasking

MS OFFICE

LANGUAGES

English

Arabic

Urdu

HOBBIES

Playing Cricket, Travelling

PERSONAL DETAILS

Date of birth 27/05/1984

Nationality

Pakistani

Visa status

Employment (Valid till 12/2/2026)

Marital status

Married

Hassan Abdullah

SALES AND OPERATIONS PROFESSIONAL

WORK EXPERIENCE

Business Development Manager

Excellence Delivery Services LLC / Dubai / Oct 2021 - Present

- Cultivated and maintained strong client relationships while actively identifying opportunities for new business development in Courier companies and Supermarkets.
- Proactively reached out to potential clients to establish meaningful business partnerships.
- Developed new sales territories and employed innovative strategies to enhance sales performance.
- Conducted in depth research on industry trends to create new business opportunities for growth.
- Collaborated effectively with sales and design teams to ensure alignment with sales targets and profit objectives.
- Mentored junior sales personnel, driving improvements in sales performance and meeting organizational expectations.
- Leveraged comprehensive understanding of company offerings and market competition to maintain a competitive edge.

Sales Supervisor

Areej Al Noor General Trading LLC / Dubai / Jun 2011 - Sep 2021

- Set and assigned ambitious sales targets to drive team performance.
- Motivated and resolved staff issues to consistently achieve monthly sales objectives.
- Conducted routine audits to ensure task compliance and operational efficiency across locations.
- Performed regular checks and reconciliations to mitigate errors and fraud
- Executed month-end stock counts and reconciled with stock reports to maintain accuracy.
- Recruited top talent to ensure optimal staffing levels at all times.
- Delivered comprehensive training to sales staff on product specifications and customer service excellence.
- Collaborated with HR to uphold a robust succession planning strategy.
- Ensured staff possessed in-depth product knowledge to effectively engage customers.
- Facilitated prompt resolution of customer complaints to maintain high satisfaction levels.
- Coordinated with the warehouse to guarantee timely stock deliveries to locations.
- Expertly managed all procedures related to opening, operating, and closing
- Educated customers on special offers to enhance sales opportunities.
- Monitored market trends and competitor sales strategies to inform business decisions
- Compiled and submitted comprehensive sales reports to management from all locations.
- Analyzed staff performance against sales targets, calculating commissions based on achievements.
- Guided and motivated team members to enhance performance and support professional development.

Sales Supervisor

Sheikh Sanaullah & Co Distributors Pakistan Tobacco Company. / Lahore

/ Oct 2008 - May 2011

- Led and motivated a team of 15 salesmen to exceed monthly sales targets.
- Oversaw monthly sales and cash collection, ensuring financial accountability and efficiency.
- \bullet Conducted market visits to enhance customer satisfaction, ensuring timely delivery and service excellence.
- Handled customer complaints proactively, fostering strong relationships and increasing market share.
- Provided daily market insights to the General Manager, facilitating informed decision-making.
 Recommended staff incentives and monthly horuses to motivate and
- Recommended staff incentives and monthly bonuses to motivate and enhance team performance.

EDUCATION

Bachelors of Arts (Economics)

Punjab University , Lahore / Lahore / 2007

MBA

Virtual University of Pakistan / Islamabad / 2010

DRIVING LICENSE

Driving license category

Valid till 14/3/2027