

Ahmed Fowad Aslam

Sales & Marketing



Personal Info

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Key Skills

- Effective presentation and managerial skills
- Strong commitment to work.
- Excellent convincing ability.
- Strong decision-making skills and the ability to prioritize and plan effectively.
- Highly organized and dedicated with positive attitude.
- Excellent Planning and Time management skills

Highly motivated, enthusiastic Sales Supervisor with exceptional, proven performance will strive for your sales goals. Committed to provide a pleasant sales oriented environment, Increase sales and customer base to achieve company’s sales objectives and stay ahead of competition.

Experience

2016-04 - present	<div>Assistant Manager <i>Al Futtaim Automotive, Sharjah, UAE</i><ul style="list-style-type: none">• Launching incentive programs to generate and increase sales.• Coordinating and supervising the day-to-day sales efforts of the team.• Assisting Finance Executives in the preparation of proposals and presentations.• Leading, directing and motivating the sales team.• Gaining a thorough understanding of every customers’ needs in order to offer them the best solution.• Presiding over weekly staff meetings.• Promptly handling customer complaints.• Field training new sales representatives.• Maintaining accurate records of customer contracts.<u>Additional Responsibilities:</u><ul style="list-style-type: none">• Participate in marketing events such as seminar, trade shows and telemarketing events.• Follow up for collection of payments• Coordinate shipping schedules and delivery of merchandise and services.• Provide on-the-job training to new sales employees.</div>
2014-09 - 2016-03	<div>Sales Planning Executive <i>Al Futtaim Automotive, National Parts Department, Dubai, UAE</i><ul style="list-style-type: none">• Prepare sales summary, annual sales plans. Coordinate with sales managers.• Make sales forecast and sales report to management on monthly and weekly basis.• Prepare research-based presentations for entire sales team to use in client meetings.• Supervise all account stewardship aspects to assure sales team to deliver performance as expected by client and adapt on basis of findings.• Perform with traffic related to inventory management to support in sales forecast.• Involve customer contact to attain required approvals and authorize plus• Log information into database.• Interpret relevant inventory along with pricing options complying with campaign objectives.Sales Executive <i>Al Futtaim Automotive, Distribution Section</i><ul style="list-style-type: none">• Responsible for all parts sales (it includes Toyota, Hino and Lexus spare parts, Accessories, Lubricants etc.) activities in assigned business segment/area. Manage quality and consistency of product and service delivery.• Present and sell company products and services to current and potential clients. (it includes sub dealers, Govt, fleet in various emirates and export customers from MENA region and Russia)• Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.• Follow up on new leads and referrals resulting from field activity.• Identify sales prospects and contact these and other accounts as assigned.• Develop and maintains sales materials and current product knowledge.</div>

Technical Skills

Electronic Parts Catalogue - Toyota, Hino

IT Software: (SAP, MS office 2016, Windows 10)

Languages

English - Fluent

Urdu - Fluent

2008-01 -
2010-02

- Establish and maintain current client and potential client relationships.
- Prepare paperwork to activate and maintain contract services.
- Manage account services through quality checks and other follow up.
- Identify and resolve client concern.
- Prepare a variety of status reports, including activity, closings, follow-up and adherence to goals.
- Communicate new product and services opportunities, special developments, information’s or feedbacks gathered through field activity to appropriate company staff.
- Coordinate company staff to accomplish the work required to close sales.
- Develop and implement special sales activities to reduce stock.
- Regular visits to customer in and outside UAE, to meet customers personally and look for new potential customers.

Parts Sales Executive

Al Futtaim Automotive, Retail Section

- Employ means of marketing to increase the revenue and profit of respective Parts Department. It is the responsibility of the Parts Supervisor to update the other dealers regarding new parts/accessories as well as campaigns and monitoring of changes in the price.
- Maintain high level of motivation and morale in the team and ensure development of the staff, to achieve high level of employee satisfaction and thereby high productivity and customer satisfaction.
- Develop good human relations and understanding with co-workers. Provide job related assistance and advice from time-to-time. Ensures he is updated on policies and systems and provides on-the-job training to the co-workers voluntarily.
- Ensures that Parts area is well managed and operates smoothly for high level of efficiency and customer satisfaction. Depute for Parts Manager in his absence for continuity of Parts operations.
- Recognise each team member's capability, assign jobs accordingly for greater effectiveness, monitor progress of team members, and recommend procedures to enhance productivity and efficiency.
- Ensure high level of Customer Satisfaction for customer retention and business development.
- Ensure effective personal and telephonic communication with customers regarding charges, approvals and negotiations.
- Ensure that Toyota minimum standards (TSM) are maintained at all times.
- Develop marketing ideas through awareness of Parts & Service market situation. Implement the same and ensure their success.

2006-08 -
2007-12

Warehouse Storekeeper

Al Futtaim Automotive, Sharjah Parts Centre

- Generally duties are performed under the supervision of a Parts warehouse Supervisor; however, incumbents may be required to exercise limited independent judgement and personal initiative. General instructions, objectives and established procedures govern most aspects of the work; however, employees are responsible, in collaboration with their customers, for assigning priorities and applying proper warehousing methods in their area.
- Within administrative guidelines (as amended from time to time) the work involves determining priorities and sources of supply for materials, requisitioning, ordering, receiving, unpacking and inspecting.
- Employees are required to maintain proper warehousing records of materials and to do strenuous manual Work over brief periods. Provide guidance and development to junior staff.

- Use material handling Equipment (E.g.: Forklift) to load. Unload materials on the vehicle.

Additional Responsibilities:

- Receive, issues unloads and records parts, equipment and other supplies.
- Indicative part numbers, description, quantity and codes on stock issues.
- Within administrative guidelines, determines source of supply, maintains records of requisitions, initiates purchase orders, receives and issues materials and on occasion orders standard items regularly carried in inventory.
- Unloads, unpacks, inspects, checks packing slips against stock received loads, moves, stores and records the movements and storage locations of materials within the warehouse and as necessary inputs information on various data bases. As required, expedites the delivery of materials.
- Issues or transfer materials to customer or other warehouse locations maintains appropriate records and inputs information on a database.

Education

**B.COM (Bachelors in Commerce), Scholar University,
Lahore, Pakistan**