



NAVFAL AHAMED

Sales supervisor

PROFILE

As a Sales Supervisor ambitious, highly motivated and energetic sales executive with excellent marketing and business development skills. Experience of managing sales and merchandising for established retail outlets, franchises and international brands.

CONTACT



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Dubai



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HOBBIES



Photography



Reading



Music



Writing

EXPERIENCE

Driway Magnetic Technology, Dubai
Sister concern company of Sharaf DG Group

Designation: Sales Supervisor,
From November 2019 to Present

Responsibilities

- a) Understand customer needs and offer solutions and support
- b) Organize and coordinate sales representatives schedules
- c) Research potential leads from business directories, web searches, or digital resources
- d) Recruit, hire, and train new sales representatives
- e) Receive and report on all sales leads
- f) Supervise sales representatives and assistants
- g) Answer potential customer questions and follow-up call questions
- h) Work with sales team when closing sales
- i) Track weekly, monthly, and quarterly performance and sales metrics
- j) Meet all sales quotas and goals
- k) Assist sales representatives and team to meet and exceed goals

Alpha pharmaceuticals, Bangalore (India)

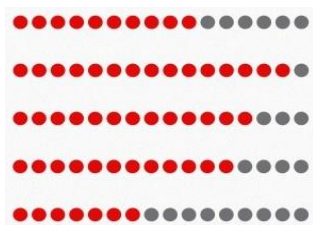
Designation: Logistic Coordinator,
From Jan 2018 to Aug 2019

Responsibilities

- a) Clearing customs invoiced and prepared monthly reporting of operations.
- b) Preparing documents for Export and Local shipments
- c) Documents such as Commercial Invoice. Delivery Advice & Transfer of ownership
- d) Coordinate with Shipping agents for. Vessel Arrival Shipping Documents and Custom Clearing Documents
- e) Receiving, moving checking and storing incoming goods
- f) Checking and inspecting goods received and ensuring they are of accurate quantity type and also acceptable

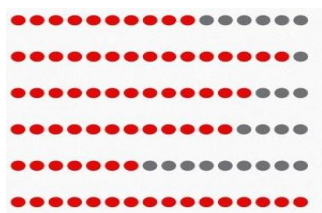
Skill

MS Office
Auto cad
Quality Auditing
Oracle
Photoshop



Languages Known

English
Hindi
Kannada
Tamil
Arabic
Malayalam



Personnel details

Passport Number	M4547447
Issued Date	15/01/2015
Expired Date	16/01/2025
Place of Issue	Riyadh

Driving License

United Arab Emirates	Final Test
Saudi Arabia	Available
India	Available

Courses

1. One-year computer Hardware and Networking 2008-2009
Jet King Bangalore
2. Six Month Auto Cad Course, March 2009- Sep 2009 Auto Desk, Bangalore

Philips Lighting at Riyadh, (KSA)

Designation: Quality Inspector,

From Mar 2012 to Oct 2017

Responsibilities

- a) Managing QA/QC activities for RFI, NCR and Punch List Activities.
- b) Prepare daily QA/QC report regarding inspections, material, Non-conformances etc.
- c) Execution of installation inspection and test plan for each electrical and instrumentation activities arranging inspection with client for final acceptance.

Baamer Electric at Jeddah, (KSA)

Designation: Quality Inspector,

From Apr 2010 to Nov 2011

Responsibilities

- a) Responsible for all electrical & Instrumentation inspections related to material, installations, testing, Commissioning etc.
- b) Development and Implementation of Inspection and test plan and work-related procedure.
- c) Responsible for material inspection & reviewing MTC & other testing documents related to E&I components

Education details

1. **Completed 2nd PUC in Commerce 2000-2002**
(Pre University at KGF first Grade College)
2. **Diploma in Air condition & refrigeration 2001-2003**
(Noori Educational Institute, KGF)
3. **I.T.I in Electronics 2004-2006**
(Don Bosco Technical Institute, KGF)

DECLARATION.

I hereby declare that above given information is true and correct to the best of my knowledge and belief and can be supported by relevant certificates / documents.

Yours Sincerely,