



KHAWARISLAM

Same Building Rawabi Al Khair Butcher & BBQ
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CAREER OBJECTIVE:

Seeking a sales job that offers a vibrant workplace where I can use my solid sales experience and proven customer-relationship strengths to achieve challenging sales goals.

SIGNIFICANT ACHIEVEMENTS:

- Identify the new markets for enhanced sales.
- Regular follow-up with dealers as well as distributors and maintains stocks.
- Increased the sales in the assigned territory to generate good revenues for the company.
- Successfully handled and maintained relations with distributors and dealers.
- Increasing the depth and width of the channels.
- Pre and post sales follow up.
- Informing and implementing the companies' policies in the markets.

INSTITUTIONAL SALES:

- Acquisition of new clients in assigned area.
- Identify new business opportunities and threats to the product.
- Maintaining and updating customer databases.
- Follow up the existing clients.

WORKING EXPERIENCE:

MONVISO TRADING (JULY 2019 TO PRESENT)

- Division : Key Account Executive
- Designation : Sales Supervisor
- Region : Abu Dhabi & AL Ain

Responsibilities & Duties:

- Dealing with top stores (Spnniyes, Carrefour, Al Maya, Al Ain Coop, Choirthram, Abela Souq Planet, Lifco, Select Market, Ever fresh Market, One To Ten, Parco, Big Mart, Zoom Market, and Circle k.
- Dealing with merchandisers and sales teams on daily basis in order to resolve issues and improve productivity by sharing the information and discussing daily hurdles.
- Customer communication, customer assistance, demonstrating product knowledge and completing transactions.
- Taking orders from the customers and preparing bills

- Advises customers by providing information on products.
- Helps customer make selections by building customer confidence; offering suggestions and opinions.
- Documents sale by creating or updating customer profile records.
- Collection of payments from the clients and keeping the record for cash.
- Keeps clientele informed by notifying them of preferred customer sales and future merchandise of potential interest.
- Contributes to team effort by accomplishing related results as needed.
- feedback from the customers so their opinions can be used to further improve the product
- Maintain knowledge of current sales and promotions, policies regarding payment and exchanges, and security practices.

TUMBI TRADING FOOD AND BEVERAGES

(MAY 2016 TO 2019 JUN)

- Division : Key Account Executive
- Designation : Sales Executive
- Region : Abu Dhabi

Responsibilities & Duties:

- Dealing with top stores (Spnniyes, Carrefour, Coop, Choirthram, Abela, Lifco, Zoom market and Circle k.
- Dealing with merchandisers and sales teams on daily basis in order resolve issues and improve productivity by sharing the information and discuss daily hurdles.
- Customer communication, customer assistance, demonstrating product knowledge and completing transactions.
- Taking orders from the customers and preparing bills
- Advises customers by providing information on products.
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GEANT HYPER SUPER MARKET

(Dec 2012 to Mar 2015)

- Division : Sales Supervisor
- Designation : Supervisor
- Region : Dubai - UAE

Responsibilities & Duties:

- Forecasting levels of demand for services and products to meet the business needs and keeping a constant check on stock levels.
- Conducting research to ascertain the best products and suppliers in terms of best value, delivery schedules and quality.
- Liaising between suppliers, manufacturers, relevant internal departments and customers.

- Identifying potential suppliers, visiting existing suppliers, and building and maintaining good relationships with them.
- Negotiating and agreeing contracts and monitoring their progress, checking the quality of service provided.
- Processing payments and invoices.
- Keeping contract files and using them as reference for the future.
- Forecasting price trends and their impact on future activities.
- Giving presentations about market analysis and possible growth.
- Developing an organization's purchasing strategy.
- Producing reports and statistics using computer software.
- evaluating bids and making recommendations based on commercial and technical factors;
- Ensuring suppliers are aware of business objectives.
- Attending meetings and trade conferences.
- Training and supervising the work of other members of staff

CONTINENTAL BEVERAGES PVT. LTD.

(Oct 2011 to Nov 2012)

- Division : Sales & Marketing
- Designation : Sales Supervisor
- Region : Karachi, Pakistan

Responsibilities & Duties:

- Manage retail staff, including cashiers and people working on the floor.
- Meet financial objectives by preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
- Formulate pricing policies, determine daily coupons, ensure pricing is correct.
- Work on store displays, attend trade shows to identify new products and services.
- Coach, counsel, recruit, train, and discipline employees.
- Evaluate on-the-job performance, identify current and future trends that appeal to consumers.
- Ensure merchandise is clean and ready to be displayed, approve contracts with vendors.
- Maintain inventory and ensure items are in stock, Keep up with fluctuating supply and demand.
- Analyze operating and financial statements for profitability ratios, ensure promotions are accurate and merchandised to the company's standards.
- Utilize information technology to record sales figures, for data analysis and forward planning.
- Ensure standards for quality, customer service and health and safety are met, Monitor local competitors

CONTACT+

(Oct 2008 to Sep 2011)

- Division : Sales & Marketing
- Designation : Merchandiser ,Advertising Sales & Marketing Executive
- Region : Karachi, Pakistan

Responsibilities & Duties:

- Persuading clients to buy advertising space or time
- Finding out who controls the advertising budget in target organizations and contacting them
- Explaining the benefits of your medium, using statistics on readership or viewing figures
- Offering a price and negotiating around it.

EDUCATION

- Bachelor of Commerce from University Of Sindh Pakistan

COMPUTER Skills

- Ms office
- Internet Tolls

COMPETENCIES

- Hard working and High grasping power.
- Belief in Relation Building.
- Positive attitude and Motivated.
- Accepting and delegating responsibilities.
- Focus on goals, Result oriented.
- Loyal to the objectives of organization.
- Able to communicate well with sound understanding.
- Good leadership quality.
- Adjustable to all situations.
- Ability to work under pressure.
- Strongly believe that “Organizational progress leads to self-progress”

PERSONAL DETAILS

- Date of Birth : 17th Feb 1989
- Languages : English, Urdu, Hindi
- Marital Status : Single
- Nationality : Pakistani
- Driving License : UAE