

Curriculum -Vitae

MD. IMRAN ALI

E-MAIL: imran92ali@gmail.com

MOBILE No.: +971528003198,
+918340642319



SALES/MARKETING SERVICES PROFESSIONAL

CAREER OBJECTIVE

Experienced professional, seeking a **,sales executive, sales supervisor.** position in a challenging environment where my professional experiences and skills can be utilized and applied while capturing more opportunities for career growth and professional development.

Current worked experience in AL Aujan coca cola & beverage Co. Food Div. As pre sales executive Modern trade & Horeca in Abu Dhabi region UAE. Since Jan'19 to March 22.

About company

Aujan Coca-Cola Beverages Company (ACCBC) and Rani Refreshments (RR) were established in 2012 following the successful establishment of a partnership between The Coca-Cola Company and Aujan Industries. RR is the trademark owner to premier beverages brands including Rani and Barbican, while ACCBC is an authorized manufacturer and distributor of its products in 15 countries across the Middle East and North Africa. ACCBC is also the licensed manufacturer in the Middle East for VIMTO.

JOB DESCRIPTION:

- Creating leads open new business account. Working with clients Hyper market (Carrefour hyper market, Lulu hyper market) B class markets, (West zone, Green house, seven colors, Madina group, Adnoc) Horeca (Subway, Grandiose, Pizza hut, Etc.)
- Products handling Rani juice ,Vimto , Barbican none alcohol beer active sku 108.
- Working with logistic department to ensure goods are delivered in good time to maintain prompt service delivery.
- Regular client visit, particularly food services.
- Follow up for payment on time and maintain good relation with client.
- To closely monitor the current market trends and products identify enhancements.
- Summarize the market objective for point of purchase promotion.
- Monitoring market trend and technique find new opportunity.
- Work with a team to right direction to achieve a desire result.

Seven yrs. working experience in Savola Group (Afia International Co. Food Div.) As sales Executive. In Qassim region Saudi Arab. Since June'10 to April 17.

Afia International co running under the supervision of a leading group of kingdom known as Savola Group. The group's major holdings supply Saudi Arabia, the Middle East and North Africa & Turkey n countries with edible oils, sugar, fresh dairy products, and restaurants serving fast food. The group also owns the largest grocery retailing chain in the Middle East Panda supermarket. The company is the one of the leading and flagship pioneer and major producer of edible oil sugar in the kingdom of Saudi Arabia this is A SQF, ISO 9001-2001 certified and also HACCP system certified from SGS.

JOB DESCRIPTION:

- This co. is active in sales and distribution all over in GCC.
- Reporting to the Area Sales manager.
- Monitoring & analyzing market trends.
- Monitor sales and purchase orders from super market, Hyper market key accounts.
- Increased sales figure of my branch per months and year.
- Monitoring stock availability, orders and arrival.
- Performing market survey.
- Using a range of tools and techniques to motive the sales staff.

PROFESSIONAL PROFILE

Around (Nine) years' experience in **(FMCG)** Trade and retails **Sales operation**, Business development, Product knowledge, good communication skills, Service orientation and administration with proven ability to deliver solutions. Demonstrating expertise in building top-performing teams, consistently exceeding revenue profit objectives within challenging, competitive markets. Reinvigorating organizational infrastructure, inventory, technologies, processes and financial systems. Delivering strong & sustainable revenue gains with equal expertise in capturing cost reduction opportunities through process redesign and performance management. A committed and sincere worker has assignments including achievement of target and providing customer satisfaction.

CERTIFICATION:

United Arab Emirates **Driving License** (valid)
Saudi Arab **Driving License**(valid)

ACADEMIC PROFILE

- **Master of Business Administration** from Sikkim Manipal University.
- **BSc. (Information Technology)** from Sikkim Manipal University.
- **Intermediate in Science stream** from BIEC, Bihar- India.

PROFESSIONAL EXPERIENCE

1- Sales Executive

HALDIRAM'S PVT. LTD. DELHI – INDIA

March 07 – June 09

ABOUT HALDIRAM'S COMPANY:-

From a humble beginning in Bikaner in 1937 Haldiram's have grown phenomenally and are today an internationally renowned sweet us at manufacturer with chain of restaurants and is also on the verge of starting amusement parks. It is the flag bearer of the traditional Indian sweets. Haldiram's has made brand a household name in India. Haldiram's products inherits the Matchless quality, Zero impurity and world class packaging, efficient distribution network are the hallmark of each and every Haldiram's product and to top it up the trump card of reasonable prices and efficient marketing strategy and the key to success. Headquartered at Nagpur.

FUNCTIONS & RESPONSIBILITIES

- Responsible for developing the marketing plans and driving all marketing products and programs for this Business Company.
- Reporting to Sales manger & managing a sales department with sales officers.
- Orchestrate strategic marketing relationships with the various company products.
- Analyze results and recommended strategies to generate extra business revenue.
- Manage established reseller accounts and maintain relationships with customers. That maximized long-term sales opportunities.
- Trained new and current staff members marketing the company products and services.
- Designed a resellers program to maximize my company's profit.

COMPUTER SKILLS

- Very good experience with MS OFFICE.
- Good experience with Excel. oracle.
- Good experience with Erp system.

PERSONNEL DETAILS:

Father Name	• SHAHAB AHMED SIDDIQUI
Nationality	• Indian
Residence	• India, Bihar, Siwan
Date of Birth	• 15 th Jan , 1984
Gender (Sex)	• Male
Marital Status	• Married
Driving License	• Valid DL U.A.E and K.S.A
Passport Details	• Passport No. # P-7141730
Passport Validity	• Validity Up to 15-01-2027
Language Known	• English, Arabic,Hindi and Urdu
Permanent Address	• Vill-Chulhaihata,Post-KailGarh Dst.Siwan-841438-Bihar(India)

Place:**(Md. Imran Ali)**