

Umer Ali Ghumman

Abu Dhabi, United Arab Emirates

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Career Objective

Grow and develop in a dynamic environment as a Sales Executive. Increase sales and customer base to achieve the company's sales objectives and stay ahead of the competition.

- Experience in Sales | Knowledge of MS Office software
- Ability to negotiate and understanding of marketing skills
- Self-motivated | Team worker | Multi-tasking

Work Experience

(12 Years)

ALPHAMED GENERAL TRADING, Abu Dhabi (FMCG Distributor UAE)

Sales Executive – Al Ain (Dec-2018 up to present)
International Grand Mart, Safeer, Souq Plane and Self Service

MULTIPLEX INTERNATIONAL LLC, Dubai (FMCG Distributor UAE)

Sales Executive – Abu Dhabi (Jan-2017 to Jul-2018)
Abu Dhabi Coop and Self Service

- Responsible for assigned sales targets (monthly, quarterly and annually).
- Increased average monthly sales target and ensuring sales targets are met before the specified deadlines.
- Accountability for client proposals, contracts, and further documentation.
- Making sure product and services are supplied on time to the store.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Stay current with trends and competitors to identify improvements or recommend new products
- Maintaining a good business relationship with existing clients.
- Meet with potential clients to determine their needs
- Build and maintain professional networks
- Collect and analyze information and prepare data and sales reports

MULTIPLEX INTERNATIONAL LLC, Dubai (FMCG Distributor UAE)

Sales Merchandiser (Sep-2011 to Dec-2016)

Abu Dhabi Coop, Lulu Hypermarket and Carrefour Hypermarket

- Manage product displays as per the seasonal cycles and discount offers.
- Ensure that the store adheres to the merchandising standards.
- Supervise product display and shelving systems as per the store floor plan.
- Ensure defective or old products are removed and new products are properly stacked and displayed.
- Develop and install banners, posters, displays, flags, etc. in the store.

PHILIP MORRIS PAKISTAN LIMITED

(Tobacco Company)

Van Salesman (Jan-2008 to Mar-2011)

- To sell the company product to our current and potential customer.
- Making sure products available on the shelf with proper visibility.
- Report competitor activities in the market place.
- Cash sales collection and on time submission.
- Ensure sales route is followed diligently.
- Maximum customer visits, positive calls and average invoice value to be maintained

Awards

- **Star Sales Executive (2017)** *Multiplex International LLC*
- **Best Merchandiser of the year (2012)** *Multiplex International LLC*

Education

- **INTERMEDIATE F.A (2005)**
Board of Intermediate & Secondary Education, Gujranwala, Pakistan
- **SECONDARY SCHOOL CERTIFICATE (2003)**
Board of Intermediate & Secondary Education, Gujranwala, Pakistan

Personal Information

- Nationality: Pakistan
- Country Of Residence: United Arab Emirates
- State Of Residence: Abu Dhabi/Al Ain
- Passport Number: AT4155922
- Birth Date: 09.05.1984
- Gender: Male
- Driving License UAE: Light vehicle (Automatic Gear)
- Visa Status: Employment
- Languages: English, Urdu

