

MOHAMED SAMEER OP

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Civil station Chemmankadavu
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India
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Professional Objective : To work in a globally competitive environment on challenging assignments with rapid professional growth

Education :

Academic & Professional Qualification:

**1990 : SSLC (For Government of Kerala)

**1992 : Predegree (For University of Calicut)

** 1994 : Software Diploma

Computer Knowledge :

Operating system : Windows 2000, XP, Windows 7, Windows 8, Vista, Linux

Packages : MS-Office, Oracle, Lotus 1-2-3, C Language

Linguistic Knowledge

Languages	Read	Write	Speak	Understand
English	„	„	„	„
Hindi	„	„	„	„
Arabic	„	„	„	„
Malayalam	„	„	„	„
Tamil	-	-	„	„

Professional Experience

1. National Detergent company Oman (Muscat) January 2013 – September 13
2. Al Seer Group Consumer division Oman. Van sales man February 2009, June 2012
3. Atlas International Service form 2007- 2009, Baby food division as Credit Sales man
4. Arabian Food Supplies Van Sales Man Master Food Division (FMG) form 2001-2007
5. Saudi Binladin Operation maintenance form Sep – 1996-00 as Secretarial Fauction.
6. Dandy Company at Qatar as market developer From Sep -2014 to August 2016.
7. Transind Holding Company at Qatar as from 2017 – 2022 working as sales executive.

Job Responsibilities

1. **:National Detergent company Oman (Muscut) January 2013 – September 2013**
 - Van sales operation with full distribution of all NDC product Detergent powder
 - NO 1, Bahar Detergent Powder in all variances, distributing all outlet with necessary requirement back stock also
 - Hand wash liquid, NO1, Bahar DW liquid (distribution of hand wash liquid in all outlets with requirement of necessary stock availability)
 - Dish wash liquid (NO 1, Bah`ar) (Dish wash variance liquid in all the out let
 - Abaya (Distribution of Abaya all the outlet)
 - Floor display (Negotiability with outlet for addition floor display in the front view, with necessary POS
 - Collection (Collecting payment from the customer prior to the due date period which help
 - Credit limit location as per the company approved limit
 - Monthly meeting (Company monthly meeting helping to discuss all the issues planning for the next month, target allocations
2. **:Al Seer Group Consumer division Oman. Van sales man February 2009 - June12**

Worked as van sales man in Al - seer Trading Agencies for selling food division in different agencies as below.

 - **Ferrero** (Excellent skill for distributing Ferrero lines in the shops. Filling the essential skus in the Ferero chiller as per the Plano-gram, according to the requirement of Ferrero. Complete placement of Kinder joy in all the shops even in the absence of chiller, because its supporting temperature is high comparing with others additional display for certain skus during seasons when it required, without any rent.)
 - **Sultan Qaboos University**(Tremendous growth in the Sultan Qaboosuniversity after receiving that outlet while the Ferrero have 100% growth in this outlets with my effort. Weekly three times visit in the outlets displaying in the shelves with freshness good visibility.)
 - **Chupa – Chup** (Great talent, for distributing chupa – chupskus with proper pos and required stand while, I achieved a for increasing the distribution of Chupa – chup surprise , Chupa – chupLolli – pop, Smint and gum, Smint in all flavours. Achieve the monthly target.)
 - **DeemaBuisults** (High efficiency for distributing Deema biscuits in all outlets, especially Deema cream flavors Deema – date bars. Achieve the monthly target.)
 - **Anns** (While in Oman Anns have the other strong competitor, I succeeded for distributing, Anns coriander powder, Turmeric powder, biriyani masala, Iddiappampodi, puttupodi, etc... Achieve the monthly target.)

- **Mani-Nuts** (Mani-nuts have various skus. I produced great growth for Mani-nuts distributing all-outlets , Mani-cashew nuts, Mani mixed nuts, mani-pista etc... Achieve the monthly target.)
- **Sun Feast** (Succeeded for distributing all the sun feast skus sun feast Marie light, sun feast Butter cookies etc.... Achieve the monthly target.)
- **ArnottsBiscuits** (Distributing all Arnotts Biscuits all the outlets achieve the monthly target.)
- **Cerus Juice** (Distributing the Cerus juice Items in the outlets achieve the monthly target.)
- **Best Food** (Distributing best food products in all outlets Like Mazola oil, Mazola Mayonnaise. Achieve the monthly target.)
- **Less Expiry** (Great knowledge to rotate the slow moving items and transfer from outlet to other in order to reduce the expiry while in company the various skus, prior to expiry take initiative to liquidate the short expiring items even without 1 + 1 Activity .)
- **Credit Policy** (In the beginning the company have two months credit policy later it implemented for one month I succeeded for collecting the money before one month .)
- **Customer Relation** (Good customer relation honest and regular visit.)
- **Sap Program** (Using highly sophisticated program for invoicing collection and other operation.)
- **Van Stock** (Maintain the van stock with out any shortage or excess reconciliation all Months)
- **Communication Skill** (Ability to communicate in English, Hindi, Arabic, Malayalam & Tamil. Following journey plan daily maximum productive calls crop. Maintaining all company assets in good condition prior to any break down report to the supervisor for any remedial action if necessary)

3. **: Atlas International Service form 2007- 09, Baby food division as Credit Sales man**

- Daily visit in the hyper Market
- Preparing required orders forms Hyper Market
- Displaying the supplied products in the allotted shelf
- Collecting cheques from accounts Department
- Extra floor display when required

4. **: Arabian Food Supplies Van Sales manMaster Food Division (FMG) form 2001 – 2007**

- All van sales operation including loading and unloading of Chocolate products from company warehouse to the required impulse costumer

- Display each line products in sequence in the arranged shelf Vehicle
- High memory power to make each non stock item from company with frequent
- following up with supervisor
- Mantling goods relation-ship with customer
- Honest, Punctuality make sales easy
- daily 35 mini supermarket
- Functioning of palm handset and printer is particular feature
- All stock items with its expire date information help to sale freshness products to costumer
- Computer billing more easier than manual which much trusty to the costumer
- Company assets caring as per company procedure with scanning by palm set
- Displaying sold items in the company chiller as per plan gram provided by the palm set
- Submitting daily sales report to the supervisor
- Daly collected money landing over to cashier
- Achieving monthly target
- Monthly inventory with supervisor

6. : Dandy Company at Qatar as market developer From Sep -2014 to Jan - 2017

- Dairy products and ice creams
- 120 outlasts throughout Qatar visiting shope to ensure.
- Availability of full range of product
- Removing the fresh items from chiller one day before of expiry
- Maintain plannogram
- Implementing POS

7. Transind Holding Company at Qatar as from 2017 – 2022 working as sales executive and Worked as fleet officer in Transind company.

- To assess and study the position of the identified prospects in the industry.
- To research different sales options and analyzing them.
- To sell the company's products/services by expanding contacts and further forging relationships with the prospects.
- To recommend solutions to any difficulties faced by the clients.
- To provide proper information, guidance, and support to the clients, therefore, enhancing relationships with the clients.
- To recommend new opportunities and improvements for maximizing profits.

- To closely study the current market trends for a product and identify enhancements .
- To analyze the competition brand closely.
- To be able to work with a team and achieve the desired results.
- All fleet related operation including vehicle isthimara renewal, vehicle repairing in correct time.
- Submitting reports to management.
- Spare purchasing required for vehicles in economy level.
- Petty cash handling and submitting reports to accounts.
- All fleet related expenses submitting in time.
- Legal issues with traffic department clearing for the smooth operation.

Personal Details

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Date of Birth : 26.May.1975

Sex : Male

Nationality :Indian

Marital Status : Married

Passport number : H 6010818

Hight : 165 Cm

Weight : 68Kg

Owned : Oman DrivingLicence

: Qatar Driving Licence

Address for Communication : Ozhikkapparambath(house)
 Civil station Chemmankadavu
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 jabervgavga@gmail.com

I do hereby declare that the above mentioned particulars are true and correct to the best of my knowledge and belief.

Place: Malappuram, Kerala

MOHAMED SAMEER OP

Date: 14 – 06 - 2022

Sig: