



# Adnan Khalid

*Retail & B2B Sales Expert*



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00974-77175086 (Qatar)



September 10, 1986



Job Transferable Visa in Qatar



English, Arabic, Urdu, Punjabi



Doha, Qatar.

## Why Adnan?

- 14 years of proven hands-on experience in Retail and B2B sectors at prestigious Oil Marketing companies
- A sales enthusiast skilled in relationship-building, closing deals and passionate about driving business growth
- Proven history of enhancing sales with an unconventional mindset, driven to excel sale graphs despite all odds
- Expertise in supervising retail operations and conducting results-oriented site audits to drive improvements

## CORE STRENGTHS & ENABLING SKILLS

- Retail Sales & Operations
- Site Audit & Analysis
- B2B Sales Management
- Distribution Management
- Business Development
- Key Account Management

## PROFESSIONAL EXPERIENCE

### 1. ATTOCK PETROLEUM LIMITED, Pakistan.

Worked as "**Area In-charge-Company Operated Fuel Stations**" (May 2019 - Mar 2024)

#### Responsibilities

- Supervising complete 360-degree operations of Company Operated Fuel Stations
- Ensuring compliance with company SOPs through surprise audit checks
- Recruiting, training, and development of fuel station staff
- Implementing various promotional activities at the fuel station
- Effective communication with inter departments and to facilitate seamless retail operations

#### ★ Key Achievements:

- Remodeled Company Operated Fuel Station SOPs
- Independently designed result-oriented site audit reports
- Helped HR in designing in-house trainings for site staff
- Increased premium 95Ron "**XTRON**" sales by more than **50%**



### 2. SAUDI OIL COMPANY, Jeddah Saudi Arabia

Worked as "**Area Manager-B2B Lubricants**"

(Dec 2013 – Nov 18)

#### Responsibilities/Accomplishments:

- Mainly looked after the fleets, power and construction segment of the western region
- Relationship building with key accounts for repeated sales
- Ensuring induction of new customers to meet and exceed sale targets
- Formulation of marketing offers to achieve higher sales numbers

#### ★ Key Achievement:

- Enhanced overall sales by more than **250%**



### 3. Worked as Sales Executive & Sales Promotion officer, Pakistan.

on 3<sup>rd</sup> party hiring for **Shell** & **Total** (Lubricants) (Feb 2011 – Sep 2012)



## PROFESSIONAL QUALIFICATION

- MBA (Marketing)** The University of Lahore, Pakistan (2010)