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|  | RIZWAN HAMED |  |
|  |  | SALES SUPERVISORState your career goals and show how they align with the job description you’re targeting. Be brief and keep it from sounding generic. Be yourself. | Contact Info00918075160697(INDIA)0097455516237(QATAR)rizwanalashaal@gmail.comDoha Qatar |  |  |
|  |  | EXPERIENCESales MANAGER, NAJEM Suhail Trading W L L, Doha Qatar12/2013-CurrentIdentified potential opportunities for new business development activities.Coordinated with other departments to ensure smooth workflow.Managed daily operations, client relations and IT.Used video conferencing solutions to communicate and train personnel in remote offices.Bullitt sales forecasts and schedules to reflect desired productivity targets.Sales supervisor,Javad Bussiness Group, BahrainJun/2008-june 2012Assisted customers in selecting products that met their needs while adhering to company policy regarding pricing,promotions,returns and exchanges.Analyzed market trends regularly in order to adjust product selection appropriately.Negotiated contracts with service providers tooptimize operational costs.Implemented merchandising strategies, increasing sales.Conducted daily sales analysis to adjust sales strategles , and meet targets.sales supervisor,al marai dairy riyadh,saudi arabia**April 2007-April-2008**Identified potential opportunities for new business development activities.Coordinated with other departments to ensure smooth workflow.Conducted weekly performance reviews with the sales team to ensure goals were being met.Intervened in difficult customer situations to resolve issues quickly and efficiently.Maintained relationships with customers through regular follow-up calls and email.**SALES ASSISTANT DEPLOMAT GROUP W L L DOHA QATAR****Jan/2004-Feb2007**Attended Staff meetings to discuss new products or changes in store policy or procedure.Informed customers about current promotions and discounts.Assisted in creating displays to promote products.Processed orders accurately and efficiently using Pos system.**SALES SUPERVISOR, AL JABER NOVELTEYS, DUBAI U A E****May/1993-May/2003**Identified potential opportunities for new business development activities.Monitored daily operation of sales team, Including customer service,productKnowledge market initiatives.Resolved customer complaints efficiently and professionally.Oversaw hiring process for new personnel within the department.Maintained relationships with customers through regular follow-upcalls and emails. EDUCATION SKILS SALES EXECUTIVE,TEAM LEADER,Pre degree**I T I AC MECHANIC** |  |  |

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