



MOHAMED SHAREEF

Accomplished and result driven **Sales Professional** with more than 15 years of sales experience and proven track record.

Highly experienced in the sale of all kinds of FMCG products catering to all types of wholesale and retail customers.

Highly skilled in IT related works including installation of EPOS systems, CCTV and security systems, troubleshooting software and hardware related issues.

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Personal Information

- Date of Birth: 15th October 1985
- Nationality: India
- Marital Status: Married

Driving License

Valid light Vehicle driving license of

- UAE
- Qatar
- India

Language Fluency

- English
- Arabic
- Hindi
- Urdu
- Tamil
- Malayalam

Education & achievements

Completed Higher Secondary from Dubai in 2005

Accomplishments

- Increased Market Share by 15 percent in the first year
- Have Closed all monthly targets by 85 to 100 percent
- Determined sales objectives and set goals to reach 3 million.
- Developed business strategies to drive orders and sales performance above expectations.
- Performed extensive market research to determine supply and demand

PROFESSIONAL EXPERIENCE

Gradient Stationery (Qatar)

Reputed Stationery, printing and copying establishment in Qatar

Manager Sales and Marketing

Jan 2018 – present

Responsible for Sales of marketing all kinds of stationery, high volume printing and copying.

MASAFI (UAE)

Premium source of FMCG in the region with product ranges like bottled drinking water, tissues, snacks, juices, fizzy drinks and baby care products

Sr. Sales Supervisor

2014(December) – 2017(March)

Supervision of sales staff in designated regions, route planning, preparation of sales targets and sales forecasts. Routine interaction with clients for increase of sales and market share.

Easy Mart General Trading L.L.C (UAE)

Easy Mart General Trading LLC is a leading FMCG distribution company established in the year 2000. The company's product range includes ConTiger Energy drink, Al Marai and Nestle

Area Sales Supervisor (GT) 2010(January)-2014(March)

Responsible for the supervision of sales and marketing of the below mentioned brands exploring new markets and ensuring product distribution in all areas with maximum coverage

Dubai Refreshments (P.S.C.) (Franchisee of Pepsi Cola Inc) (UAE)

The first company in the UAE to introduce soft drink manufacturing, has helped establish and maintain the company as the number one soft drink.

Sales Executive

2006(March) – 2009(October)

Pre-Sales to various A class outlets, develop and implement new sales and marketing strategies to increase business and market share.

Perform inventory control and ordering. Negotiate agreements with vendors, ensure all deliveries are accurate and on time.