



ABDULLAH AL MAMUN

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CAREER OBJECTIVE

Fast-moving consumer goods are (**FMCGs**) are typically high-volume, low-value items with high public visibility and short life span, such as food, drink, confectionery, toiletries, and household goods. As the name would imply, it is one of the fastest growing sectors in the UAE economy. It encompasses a huge range of products and services in manufacturing, distribution and **Retailing**.

Core competencies include:

- ❖ Excellence in Customer Service
- ❖ Team Building.
- ❖ Product Arrangement
- ❖ Client Relationship Management.
- ❖ Customer service
- ❖ Shelf stacking
- ❖ Product management
- ❖ Excellent knowledge of FMCG items.
- ❖ Displaying products
- ❖ Overseeing deliveries
- ❖ SAP Using
- ❖ Helping with special promotions
- ❖ Managing and motivating staff
- ❖ Dealing with any customer queries or complaints
- ❖ Ordering and managing stock
- ❖ Making sure sales targets are hit
- ❖ LPO Making and ordering

SKILLS AND PERFORMANCES

An efficient team player with over 7 years of experience as a SELESMAN.

- Great interpersonal skills.
- Efficient communicator, who could very well understand the customer requirement.
- Ability to successfully manage multiple priorities and assignments.
- Self motivated, committed and having confident approach to solve problems and handle the complicated situations.
- Understand the concepts of FMCG selling
- Know how to find out your customers' needs and offer the best solutions
- Learn how to develop stronger relationships with customers - that produce higher sales
- Gain competitive advantage through a clearer understanding of your markets
- Develop the key FMCG skills of shelf space management and promotions
- make optimal use of time
- Be able to build mutually beneficial partnerships with your retailers.

WORK EXPERIENCE

Company: **M/S BHUIYAN TRADERS, CUMILLA, BANGLADESH**
Position: **SALESMAN**
Duration: From Feb 03.2017 to June 30.2019

Company: **SAFARI HYPERMARKET, DOHA QATAR.**
Position: **SALES MAN CUM MERCHANDISER (FMCG)**
Duration: From July 05.2019 to July 05.2022.

Company: **QYAN TRADING AND CONTRACTING.**
Position: **SALES EXECUTIVE.**
Duration: From Sep 17.2022 to still working.

Duties and Responsibilities:-

- Responsible in assisting customer needs.
- Maintain a good standard of service and hospitality to customers at all levels.
- Maintain a display in the showroom or selling area.
- Maintain good relationship to colleagues by working as a team.
- Responsible for stock arrangement in selling area.

EDUCATIONAL QUALIFICATION

- MS Office
- Speed Typing
- System Handling

- Higher secondary
- Secondary school

PERSONAL INFORMATION

Nationality	:	BANGLADESHI
Sex	:	Male
Language Proficiency	:	Bangla, English, Hindi, Arabic
Passport No.	:	EL0806539
Visa Status	:	Employment
DOB	:	10.01.2000
Qatar Driving License	:	YES
License Issue Date	:	03-04-2023

DECLARATION:

I do here by declare that all the details given above are true and am ready to work in your organization according to your companies rules and regulations and I will try my very best for the success and growth of the company

ABDULLAH AL MAMUN.