



ZAHARAN MOULANA

SALES EXECUTIVE

PROFILE

A highly motivated and results-oriented Sales Professional with 6 years of experience in the FMCG sector across Qatar. Skilled in building strong client relationships, expanding distribution channels, and driving consistent sales growth in both B2B and retail environments. Proficient in CRM tools for managing customer interactions and sales pipelines. Adept at market analysis, promotional planning, and achieving sales targets while maintaining high standards of customer service and business development.

WORK EXPERIENCE

Rich World International

Sales Executive

2022 - PRESENT

- Strengthening the B2B distribution network by building strategic partnerships with online platforms, supermarkets, and minimarts across Qatar, including K-Mart, Village Market, Metro Mart, and Ramez.
- Secured premium shelf placements and enhanced brand visibility within key retail outlets, significantly boosting product exposure and overall sales performance.
- Expanded product reach by developing new partnerships with hypermarkets, convenience stores, and e-commerce platforms, targeting both local and regional markets.
- Monitored sales performance and stock levels across different outlets, taking action to avoid stockouts and lost sales opportunities.

Mega Food Distribution

Retail Sales Executive - FMCG

2020- 2022

- Developed and expanded a portfolio of B2B clients within the FMCG sector, specializing in food and beverage products, through strategic market research and competitor analysis.
- Managed and updated CRM tools to maintain detailed records of FMCG sales activities, customer interactions, and lead generation for major retailers such as Lulu, Safari, Al Meera, Mega Mart and The Hub.
- Conducted regular visits to retail outlets to monitor FMCG product placement, evaluate sales performance, and implement additional in-store promotions and merchandising strategies.
- Tracked and analyzed FMCG sales performance across various retail locations, providing management with actionable insights and detailed reports on market trends, product movement, and competitor activities.

Zigzat Express

Sales and Delivery Specialist

2019-2020

- Delivered outstanding customer service by addressing concerns and maintaining strong relationships with clients to encourage repeat business.
- Contributed to sales growth by actively upselling products and assisted sales team when required.
- Managed daily delivery routes, ensuring timely and accurate delivery of products, while minimizing delays and optimizing fuel efficiency.
- Coordinate with suppliers to maintain inventory and order supplies as needed.

CONTACT

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Doha Qatar Al mansoura

Sri lankan

Valid QID (2025) With NOC

Valid Qatar Driving License

SKILLS

- People Management
- Decision Making
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Computer Programming
(MS Office, Excel, advertising, PP)

LANGUAGES

- English
- Tamil
- Sinhala
- Malayalam
- Hindi

REFERENCE

RICH WORLD INTERNATIONAL

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