

ALIYAR MOHAMED MUBARAK

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🚗 Driving License: Available



Position Applied For: Sales Executive

Career Objective

A highly motivated, well-organized, and confident professional with over 8 years of experience in sales, particularly in the FMCG sector. Known for a positive attitude, adaptability, and the ability to quickly grasp new concepts. Committed to delivering results in challenging environments and contributing to organizational growth.

Work Experience

- **Sales Executive (FMCG)**
Friendly Food Qatar H.O. — *January 2021 – 2025*
 - **Sales Executive (FMCG)**
Baladna Qatar, Doha — *June 2017 – June 2020*
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Key Responsibilities

- Sell food, food ingredients, and food services to businesses and individuals.
- Sell food for the purpose of re-distribution and to get the food into the market.
- Sell food to restaurants, caterers, event planners, etc.
- Manage and develop new customers, while maintaining existing sales within assigned customers and a given sales territory.
- Develop a daily/weekly call list and maintain information accuracy monthly.
- Review daily sales reports.
- Review monthly the best monitoring sales report with management to determine if goals and objectives are being met.
- Coordinate sales with food service producer to ensure demand is met.
- Communicate trends/pricing issues and other unique issues as it relates to sales.
- Work closely with manufacturers on developing new business and promoting manufacturers' product lines.

- Develop new markets and accounts by utilizing the current relationships and building new relationships in the food service channel.
 - Participate in marketing events such as seminars, trade shows, and telemarketing events.
 - Coordinate shipping schedules and delivery of merchandise and services.
 - Analyze territory and monitoring performance results, daily call reports and weekly work plans.
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Education & Certifications

- **Higher National Diploma in Business Management** – College of British Informatics
 - **Diploma in English** – The English Language Institute, Kandy
 - **Diploma in Quantity Surveying** – Vocational Training Authority of Sri Lanka
 - **Certified Sales Professional (CSP)** – Kandy Business School
 - **G.C.E. O/L & A/L** – Zahira College, Kalmunai
 - **Professional Diploma in MEP Quantity Surveying** – UK-CCL, Oceas College, Maruthamunai
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Technical Skills

- Computer Literacy: MS Word, Excel, PowerPoint, Access, Outlook
 - IT Skills: Data entry, troubleshooting, networking, hardware engineering
 - Internet and Email proficiency
 - Multitasking and office administration
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Languages

- Tamil
 - English
 - Sinhala
 - Arabic
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Personal Information

- **Date of Birth:** September 1, 1986
 - **Gender:** Male
 - **Marital Status:** Married
 - **Nationality:** Sri Lankan
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Declaration

I hereby certify that the information provided is true and correct to the best of my knowledge.

Signature:

A.M. Mubarak