



NISHAD NISAMUDDIN

Location: Doha, Qatar
Phone: +974 31609087
Email: nishadnizam79@gmail.com

PROFESSIONAL SUMMARY

Results-driven FMCG professional with 5+ years of hands-on experience in sales, distribution, and warehouse operations. Proven expertise in van sales, route optimization, and credit collection with a strong track record of exceeding targets and building lasting client relationships. Skilled in inventory control, cash management, and customer service excellence. Adept at implementing sales strategies, resolving disputes, and driving operational efficiency. Seeking a challenging position to leverage my multilingual communication skills and field experience to deliver measurable business results while contributing to organizational growth in a dynamic work environment.

KEY SKILLS

- Van sales expertise
- Route planning mastery
- Cash handling proficiency
- Inventory management skills
- Customer retention strategies
- FMCG distribution knowledge
- Sales target achievement
- Product merchandising techniques
- Payment collection systems
- Warehouse operations management
- Multilingual communication abilities
- Client relationship development
- Timely delivery coordination
- Price negotiation skills
- Complaint resolution expertise
- Logistics coordination
- Document processing accuracy
- Safety compliance adherence

WORK EXPERIENCE

Credit Collection Executive cum Messenger January 2025 – Present
Family Food Center (FFC) | Doha, Qatar

- Delivered and collected invoices, legal documents, and payment cheques with signed acknowledgments.
- Submitted custom documents to government offices and clients, ensuring compliance with regulations.
- Managed collection of delivery orders, certificates of origin, and payment cheques for accurate record-keeping.
- Transported employees and visitors safely while adhering to company policies and schedules.
- Conducted daily vehicle inspections to ensure roadworthiness and report maintenance issues promptly.
- Maintained assigned vehicles in optimal condition, including cleanliness and fuel efficiency.
- Coordinated with accounts teams to reconcile collected payments and resolve discrepancies.
- Followed up with clients on overdue payments professionally to ensure timely settlements.
- Updated tracking logs for all dispatched and collected documents to ensure transparency.
- Assisted in administrative tasks such as filing, data entry, and customer communication.
- Ensured adherence to safety protocols during transportation and document handling.

Van Salesman 2023 – 2024
Bab Al Mashreq Trading Co. (FMCG) | Doha, Qatar

- Managed daily van sales operations delivering FMCG products to retail outlets across assigned territories
- Consistently achieved monthly sales targets through effective demonstrations and customer engagement.
- Developed long-term relationships with store managers to secure repeat orders and premium shelf space
- Processed cash and credit transactions while maintaining accurate sales records and inventory reports
- Negotiated competitive pricing and promotional terms to maximize profitability for both company and clients
- Partnered with marketing team to execute in-store promotions and product display strategies
- Addressed customer concerns promptly to maintain satisfaction levels and prevent business attrition
- Identified new sales opportunities through market observation and competitor analysis in assigned zones
- Provided product knowledge training to store staff to improve sell-through rates and visibility

Van Salesman

2022 - 2023

Gulf Orion Trading (FMCG) | Doha, Qatar

- Executed daily van sales routes to deliver FMCG products to retail customers promptly and efficiently
- Consistently met or exceeded sales targets through strategic customer engagement and product knowledge
- Cultivated strong relationships with existing clients while identifying and onboarding new business accounts
- Managed cash transactions and maintained accurate records of daily sales and inventory movements
- Negotiated pricing and payment terms to maximize profitability while ensuring customer satisfaction
- Collaborated with sales team to implement promotional campaigns and product display strategies
- Resolved customer complaints professionally to maintain positive relationships and brand reputation
- Maintained detailed records of customer preferences and sales patterns for territory analysis

Material Assistant

2019 - 2022

Milaha Logistics City (FMCG Warehouse) | Doha, Qatar

- Managed inventory control processes including receiving, storing, and dispatching FMCG products efficiently
- Maintained accurate digital records of stock levels and reported discrepancies to supervisors promptly
- Conducted regular warehouse audits to verify inventory accuracy and minimize loss prevention risks
- Prepared shipment documentation and coordinated with transport teams to ensure on-time deliveries
- Operated pallet jacks and hand trucks safely to move goods within warehouse facilities
- Implemented FIFO (First-In-First-Out) system for perishable goods to minimize product expiration
- Assisted in loading/unloading trucks while verifying quantities against purchase orders carefully
- Supported supervisors with cycle counts and annual inventory reconciliation processes

EDUCATION

Higher Secondary Education

Board of Higher Secondary Education, Kerala | 2013–2015

Secondary School Leaving Certificate (SSLC)

Kerala Board Of Public Examinations, India | 2013

ADDITIONAL INFORMATION

- **Software Knowledge** : Microsoft Word, Excel
- **Language** : English, Arabic, Hindi, Tamil, Malayalam
- **Visa Status** : Transferable Visa

DECLARATION

I hereby declare that the above mentioned statement is correct and true to the best of my knowledge and belief.