



VISA STATUS

TRANSFERABLE

EDUCATION

Master of Arts from University of Peshawar. 1991

LANGUAGES

ENGLISH, ARABIC, URUD
PUSHTO

Riaz Ahmad Aman Khan

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Professional Summary

Experienced sales professional with a solid background in sales management and a proven track record of driving revenue growth. Skilled in leveraging product expertise and utilizing CRM software to optimize sales processes and enhance customer relationships. Proficient in data analysis and sales forecasting, with a strong ability to identify market trends and generate leads. Effective communicator with exceptional presentation and proposal writing skills. Demonstrated success in managing sales teams and achieving sales targets through strategic planning and execution.

Work History

(2014 to 2024)

Regional Sales Manager Binzagr CORO LTD KSA.

Area: Jeddah/Makkah/ Taif /Baha/Medina

Channel: MT, GT, HTS.HVS.VFM

Job Description

- Developing sales strategies, including special promotions and campaigns.
- Leading, motivating and managing the sales team to meet or exceed targets.
- Managing sales department personnel issues, including hiring and training sales supervisors.
- Conducting regular sales meetings and providing coaching and feedback to team members.
- Preparing and monitoring the sales department budget and approving expenditure.
- Tracking and analyzing sales statistics based on quantitative metrics.
- Handling and resolving escalated customer issues with the products or customer service they receive.
- Establishing sales and revenue quotas and monitoring the performance of sales staff.
- Researching market changes and identifying emerging opportunities.
- Nurturing relationships with collaborators and clients.
- Develops sales strategies for the region by identifying gaps and opportunities.

Work History

(2003 to 2013)

Regional Merchandising Manager Binzagr CORO LTD KSA.

Area: Riyadh and Al Kharj.

Channel: MT, GT, HVS, HTS.

Job Description

- Determines call schedule by reviewing priorities with supervisor, discussing special instruction, product promotions, new products, and price changes.
- Maintains customer relationships by visiting with store managers, department managers and employees.
- Responding to special request describing product features.

(2003 to 2013)

- Maintains store shelves and company chillers by observing displays of company products removing damaged or freshness dated products providing optimum display of products.
- Maintaining inventory by restocking shelves with products from inventory observing inventory label prompting store management to recorder when levels appear low arranging for return and credit for damaged products.
- Completes call report by observing display and pricing of competitors products helps field sales representatives with special promotion by setting – up displays at aisle ends checking daily on special promotion forwarding observation to management removing promotions at end of special promotion period.
- Provides information by reporting growth, expansion, or closing of store in assigned territory.
- Maintains Merchandisers JRP with quality results by following and enforcing standards.