

Resume



Career Objective:

To work in FMCG, Personal Care, OTC, Consumer or Telecom Company anywhere in India or abroad. While my experience is predominantly in the FMCG industry and gained in India, Middle East & East Africa, I will be comfortable working in any of these industries.

Resume Brief

I have more than 25 years of achieving domestic and international sales objectives with experience in the F.M.C.G Industry. Capitalizing on various revenue opportunities and establishing a track record for pioneering new markets, new products, creating worldwide presence, setting sales records while exceeding business goals, and maximizing sales force performance.

I have got hands on sales experience and handled dealer distribution network in Western India, Africa, and Gulf. Currently I am associated Ango Zara-Luanda Angola where I am handling entire business operation starting from Sales and Distribution, Local Purchase, and Imports, In short, I am Profit Centre Head and responsible for P&L

Personal Details Preview

Name: Ejaz Ahmed Saeed Ahmed Quraishy Al-Hashmi
Nationality: India
Birth date: 28 December 1968
Gender: Male
Marital Status: Married

Contact Details Preview

71, Faiz e Mohammadi Park, Opp Prachina Society, Near Javed Park, Serkhej Road, Gyaspur, Ahmadabad - 382405, Gujarat
E-mail: esqalhashmi@yahoo.co.in
Mobile: + 91 9898021704

Professional Experience Preview

Currently Organization:

Ango-Zara Comercio é Industria Lda, F.M.C.G (ANGOLA)

Position:

General Manager

Work Description:

November 2014, I Joined Ango Zara as General Manager. I am heading entire operation from sales distribution to warehouse management, depot sales through 10 distribution houses in all the ten provinces of Angola. My profile includes overall accountability of managing Sales & Marketing and Trading Function including Strategy Making, Investment Decisions, Budgeting, P & L Responsibility, Resource, and Infra-Structure Management, Goals/Targets Setting, Functional Leadership and Administration, Business Reviews, Cost Control etc.

[Some of the Major MNC Products I handle are Nestle, Olam Internationals, R&B, Disney, General Mills, Kohinoor Basmati, & Remia Holland]

Coke {Local distribution in couple of provinces}

My Major Achievement with Ango Zara has been converting wholesale operation into complete distribution set up and now we are one the largest distribution companies in Angola, and we are catering to more than 5000 outlets with 30 distribution vehicles which are linked with GPS. Our customers are registered with SAP where all the details such as their purchase pattern can be monitored, and timely feedback and instructions can be given to improve on range selling to value-wise selling. Apart from trading and distribution, I have installed local packaging facilities and we are doing private label job work for the biggest group of Angola (Angoalissar, Webcor Group) and now working on establishing two production units of Confectionary and Maize flour.

Previous Organization: Anil Nutrients Limited

Position: General Manager - Sales and Distribution Food Processing
From: February 2011 to September 2014

Work Description:

I Joined Anil Nutrients Limited as General Manager Sales & Distribution.

My Job Profile includes Sales and distribution of all the F.M.C.G range of products such as Ready to Cook, Ready to Eat, Mexican Food range, Various Italian and Chinese Sauces in Retort Pouches, Instant Mixes, Gelato (Italian Desserts) Powder Base drinks in Indian and overseas market. My job profile Involves in Identifying innovative New Product, its Development, New Product Launching, New pack Designing and Branding, apart from Sales Forecasting, MIS, and Training & Recruiting of Sales Personal. I have also worked extensively on Retail format store like utility store, gourmet and vegetables & fruits on Wheels where I have minutely designed complete routes for each and every society to be covered with specific timing and assortment as per locality. I have also worked on Aseptic Pulping project for our upcoming food park and Handled cow farm and cow care, Milk Procurement, establishing collection centers, packaging and distribution of milk and milk products.

Company Name: Rasna Private Limited

Company Address: Rasna House, Gulbai Tekra, Ambawadi, Ahmedabad.

Dates: February 2006 - September 2010

Position in Company: Divisional Head & Sr. Export Manager.

Work Description:

Headed west region for the conventional products of Rasna and launching the new brand of (RTD) Ready to Drink Category, which is Juice Fit. (Launched this product with success and in six months our team gave a growth of 67 %.) I was handling dealer distributor network in Gujarat with the help of nine territory in charge and twelve pilot sales persons. I was also involved in MIS preparation, sales planning and sales forecasting, monitoring daily closing stocks and preparing daily inventory level of the stockiest, preparing monthly journey plan for all the sales staff and interacting with CNF for routine day to day work and dealers claims for secondary schemes and damage goods settlement. I was personally looking after of all the Modern Trade and Institutions.

Later because of my International exposure I was promoted as senior manager exports and given Africa, Bangladesh, Nepal, Afghanistan & Gulf as a Territory and I was able to open new countries like Tanzania, Kenya, Madagascar, Congo, Angola and Pakistan for the organization. Appointing importer in Tanzania was my achievement as I appointed my previous employer Sumaria Holdings as Importer and I launched product with success.

Company Name: Royal Dairy Products Limited
Company Address: Ubungu Dar es Salam, Tanzania
From: February 2004 - December 2005
Position in Company: Sales Manager

Work Description:

I was looking after entire operations of Milk and Ice cream in whole of Tanzania. (Through dealer distributor network in up country and in Dar Es Salam it was direct sales). I was personally taking care of all the institutional sales, forecasting, preparing annual budget, route management, training and developing sales persons through various training programmer, designing sales promotional schemes, assets management, planning for new product launch and represented company for promotion of milk drinking culture in Tanzania and I interacted with all the NGO and government authorities, managed seminars and activities such as free milk distribution and health awareness campaign. While working with Royal Dairy I upgraded my qualification by getting trained through seminar conducted by our HR dept. and I attended various seminars on "creative problem solving, gemba kaizen, management training and trainer's training" I also launched Ole brand flavored Milk, Water Base Drink & laban with success.

Company Name: Kaul High Impex pvt ltd
Company Address: 303, Labh complex Ashram Road, Ahmedabad, India
From: January 2002 - December 2003
Position in Company: Manager Sales

Work Description:

Launched new lady care product called SHE sanitary Napkins and Wrappies brand baby Diapers in State of Gujarat. I was looking after entire dealer distributor network, in whole of Gujarat. I was looking after advertisement that included local media and newspaper, planning and designing of all promotional schemes and personally monitoring all the institutional sales such as Apollo Hospital, Planet Health Care and all the Super Markets.

Company Name: Lalit Beverages Private Limited
Company Address: 101 Trade centre, Stadium Circle, Ahmadabad, India
Dates: August 1998 - December 2002
Position in Company: Sr Sales & Marketing Manager

Work Description:

I was looking after dealer distributor network in three states of India; initially company was the franchisee of the popularly known brand of Mineral water called "**Bisleri**". However, after some dispute with the parent company we successfully launched our own brand by the name BEACH CANDY in the month of May 1999. I may humbly add here that the entire procedure of launching the product, costing, handling the media persons and addressing the press, which consisted of at least 40 people from press, was done by me. And by thorough personal touch and smart planning we managed to convert all the distributors of Bisleri into ours. (Launching documents will be provided as and when required).

Company Name: Dharnendra Agro Industries
Company Address: G.I.D.C, Sector 28, Gandhinagar., India
Dates: June 1996 - July 1998
Position in Company: Regional Sales Manager

Work Description:

I was looking after dealer distributor network of Ice cream division in Gujarat and partial Maharashtra. I was personally looking after all the institutional sales of Ice cream in the form of big Party orders and supplies to major hotels and restaurants. I was involved in all the sales forecasting, route management designing sales promotion schemes and asset management.

Company Name: Canar office system
Company Address: Khalid bin walid Street, Jeddah, Saudi Arabia
From: January 1994 - March 1996
Position in Company: Sales Executive

Work Description:

Worked as sales executive and I was involved in marketing of copiers, fax, micrographic systems and computers. In our annual sales competition, I achieved all the given targets and stood second in that competition. Later on, I was promoted to the post of branch in charge and was given the task to locate the premises, to

complete license formalities and to get permission for the new office in the Holy city of Makkah. I established the branch with success.

Company Name: Real Value Appliances

Company Address: Vaishali Complex, C. G. Road, Ahmedabad., India

Dates: January 1992 - December 1993

Position in Company: Sales Executive

Work Description:

Worked as sales executive I was involved in direct sales of Fire Extinguishers viz. "Cease Fire"(Fire Safety Equipment). I achieved all the given targets excluding one quarter. There I specially worked in a specific segment, which were Hotels and Restaurants and was successful in convincing them to keep fire Extinguishers. There I was involved in giving demonstrations on how to extinguish fire and how to use fire extinguisher.

Education Preview

Institution: Bhavan's College, Gujarat University

Location: Ahmedabad, India

Completion Date: May 1992

Degree, Major: Bachelors/Higher Diploma, English Literature

Career Level Preview

Career Level: Management.

Notice Period: 2 Month Minimum

Current Salary: 3.50K USD + LOCAL SALARY+ HRA + OTHER PERKS

Expected Salary: 4.5K to 5K+ USD + LOCAL SALARY+ HRA + OTHER PERKS

Skills Preview

Skill	Years of Experience	Last Used
MS Word	More than 10 years	Daily
Power point	More than 5 years	Daily
Excel	More than 8 years	Daily

Reference:

Mr. Ashish Shah	Mr. Vivekanand Jha
Executive Director	AVP – Sales and Marketing
Anil Products Limited	Anil Products Limited
Phone: + 91 8980940301	Phone: +91 9428 026811