**CURRICULUM VITAE**



Mohammad Ismail

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**A dynamic professional with 7 years of rich experience in Sales (FMCG)**

**Personal Details**

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| **Age** | **Sex** | **Marital Status** | **Nationality** | **Religion** | **Visa Status** |
| 31 | Male | Married | Indian | Islam | Visit Visa |

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| **Languages known** | English,Arabic,Hindi,Malayalm,Kannada,Tamil.Urdu |
| **Driving license** | Holding UAE & Saudi Arabia Driving License |
| **Computer Skills** | Microsoft Office,HHT, Email |
| **Educational Qualification** | Secondary School Leaving Certificate, Pre University Course |

**Work Experience**

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| **Organization** | **Location** | **Designation** | **Work Tenure** |
| SALAM INTERNATIONAL | United Arab Emirates | Sales Executive | Dec 2010 to Jul 2013 |
| ALMARAI | Kingdom of Saudi Arabia | Van Salesman | Dec 2006 to Apr 2010 |

**Job Responsibilities**

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| **Salam International** (FMCG) | **Sales Executive** | **Dec 2010 to Jul 2013** | C:\Users\Tahir\Desktop\0000025279.png |
| **Products:** Beverage Products , **Number of SKU**: 12 , **Area Covered:** Dubai & Sharjah | | |  |
| **Outlets handled**: A & B Class (Al Maya.Choithram,lulu,) , **Reported to :** Sales Manager | | |  |
| * Routine visits to highly potential outlets such as Key Account and major outlet on daily basis. * Manage product promotion, conduct presentation-product demonstration. * Quote and negotiate prices and credit terms and record orders. * Follow up of payment dues and Follow the visit schedule assigned by Sales Manager. * Responsible for LPO collection and timely delivery for assigned customers by coordinating with logistic coordinator. * Handling of all merchandising activities (FIFO, Hygiene, POS material, no display of damages /expired products). * Visiting new clients to demonstrate the products, show samples and take orders. * Propose shelf rental, Temporary and permanent agreements to sales manager. * Responsible for implementation of displays,Checking whether the products are displayed as per Plano gram * Regularly update the sales targets, report to sales manager on market trends with Competitor analysis reports. * Achieving sales target in the given time in a particular month. * Giving suggestion to the Sales manager for new promotional methods. | | | |

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| **Almarai**(FMCG) | **Van salesman** | **Dec2006 to Apr 2010** | C:\Users\Tahir\Desktop\almarai-co.jpg |
| **Products:** Bakery Products , **Number of SKU:65** , **Area Covered:** Riyadh | | |  |
| **Outlets handled:** A & B Class(Carrefour ,Panda ,Meed) ,**Reported to** : Sales Supervisor | | |  |
| * sales representative | | | |