***Modern Trade***

**FMCG SALES REP.**

**Work Experience**

: 6 years

**Skills**

: B.Com.

**Domain Knowledge**

: Not Specified

**Industry**

: FMCG

**Category**

: **Sales**/ Business Development

**Roles**

: **Sales** Exec/ **Sales** Representative

**Education**

: **Highest:**B.Com,**Passed in:**2014  
  **Institute:**shobit university

**Preferred Job Location**

: Bahrain, Kuwait, Oman, Saudi Arabia, United Arab Emirates

**Job Type**

: Permanent Full Time

**Work Authorization**

: **Status for US:** Need H1 Visa

***CURRICULUM VITAE***

**FAHAD K.P**

**H. No: 3/1414**

**Behind Coolwell Ice factory**

**Gandhi Road**

**Nadakkavu P.O**

**Kozhikode Dist-673011**

**Email: kpfahadkp@gmail.com**

**Mob: + 91 9746783050**

***Fahad. K.P***

***Objective:***

*Being a dedicated, self-motivated and sincere individual, I look forwards to being a part of an organization that will give me an excellent working environment and a great potential for developing professionally as well as personally.*

***Academic Profile:***

*S.S.L.C Board of Public Examinations, Kerala*

*Plus two Board of Higher Secondary Education, Delhi*

***Professional Qualification:***

* *Valid G.C.C. Driving License, Qatar (License No:29035602612)*
* *Valid Indian 4 Wheeler Driving License (No:11/10760/2012)*
* *MS Word, MS Excel, MS PowerPoint*
* *Internet*
* *Photoshop*

***Professional Skills***

* *Acquired Salesman ship & marketing skills by way of a more in – depth sense of human interaction.*
* *Team working ability: With the help of which team can work with their full potential & efficiency.*
* *Business management: To manage all the clients & their needs for customer satisfaction.*
* *Dedicated, self motivated focused and result oriented; always one step ahead of the challenges.*
* *Driving the team for accomplishing a deeper penetration & brand visibility in the market.*
* *Understanding the customer requirement and convey it to production dept. Observing over the production dept, taking feed back by Internal or External Audits*
* *Exceptional competence in establishing and achieving personal & business goal.*

***Experience:***

* ***KPS AGENCIES (FMCG)***

*Calicut. Kerala.*

*Period : August 2008 to May 2010 (2years)*

*Position : Salesman cum Driver*

### *Responsibilities*

* *Deliver a wide variety of products to different outlets and through different routes*
* *Follow route and time schedule*
* *Load, unload, prepare, inspect and operate delivery vehicle*
* *Ask for feedback on provided services and resolve clients’ complaints*
* *Collect payments*
* *Inform on new products and services*
* *Complete logs and reports*

* ***P&G DISTRIBUTION***

*Calicut. Kerala.*

*Period : September 2013 to August 2014 (1year)*

*Position : MME (Modern Market Executive)*

***Responsibilities:***

* *Setting up new marketing stratrgies.*
* *Managing customer’s relationship.*
* *Planning & implementing marketing activities across all online & offline channels.*
* *Making sales call and handling enquiries from potential customers.*
* *Analyse and produce report on data provided by customers.*
* *Monitoring and optimising key internet search engine campaigns.*
* *Liaising with strategic partners, internal stakeholders and key customers. .*

***Gulf Experience***

* ***LULU HYPERMARKET***

*D-Ring Road. Qatar*

*Period : May 2010 to June 2012 (2 years)*

*Position : Sales Staff*

* *Awarded for Best Sales Person of the Year 2012 at Lulu Hypermarket. Qatar.*
* ***LULU HYPERMARKET***

*Gharafa. Qatar*

*Period : July 2012 to September 2013 (1 year)*

*Position : Supervisor*

***Responsibilities:***

* *Assist other store employees with their work*
* *Train and evaluate trainees*
* *Providing regular and accurate sales forecast update to sales managers.*
* *Preparing and delivering sales presentation.*
* *Assist the customer with their demands, suggestions and complaints.*
* *Communicate with the manager regarding the sales, employees and other important matters.*
* *Act as officer in charge whenever the presence of the Manager is not available.*

***Passport Details***

* *Passport No : H6179235*
* *Place of issue : Kozhikode*
* *Date of issue : 01-10-2009*
* *Date of Expiry : 30-09-2019*

***Personal Details:***

*Name : Fahad. K.P*

*Father’s Name : Abdul Razak. K.P*

*Gender : Male*

*Nationality : Indian*

*Religion & Caste : Islam, Mappila*

*Marital Status : Single*

*Date of birth : 08/08/1990*

***Languages Known***

*English*

*Hindi*

*Arabic (Working Knowledge)*

***DECLARATION***

*I here by declare that the above-furnished details are true and correct to the best of my knowledge and belief..*

*Place : Calicut*

*Date :*