



Nasar Ahmad Shirzad

Sales Professional | Food & FMCG Industry

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📍 Kabul, Afghanistan 🗓 1998 🇦🇫 Afghan 🔄 Single

Objective

Highly motivated and results-driven Sales Professional with over 5 years of experience in the food manufacturing and distribution sector. Proven expertise in sales growth, market expansion, and customer relationship management, with a strong record of achieving and exceeding sales targets. Fluent in Dari, Pashto, and English, skilled in negotiation, communication, and client management. Committed to contributing to Alokozay Group's success as a dedicated salesperson.

Professional Experience

01/2024 – 10/2025
Kabul, Afghanistan

Sales Representative

IT Officer

Oversaw sales operations of powdered milk and dairy products in Kabul and nearby provinces.

Achieved 20% sales growth within one year by strengthening distributor networks.

Provided product training and support to retail staff to improve sales efficiency.

Maintained regular communication with key clients to ensure satisfaction and retention.

01/2022 – 12/2023
Herat

Sadaf Aria Food Manufacturing Company

Sales Specialist / Account Manager

Managed sales of biscuits, popcorn, and confectionery products across Herat and surrounding provinces.

Built strong relationships with clients, distributors, and retailers to drive repeat business.

Developed and implemented sales strategies, increasing market share and product visibility.

Conducted market research to identify customer needs and emerging opportunities.

Expanded client base by 50+ retailers and distributors.

Sales Representative

Education

2022

Bachelor's Degree

Nangarhar University

2016

12th Grade Certificate

Abdurraof Binawa High School

2016

Certificate in Information Technology (CIT)

Afghan Youth Connect/Global Exchange Program AYC/GEP

2015

Diploma in English Language (DEL)

Tolo-e-Afghan Institute

Languages

Pashto

Speaking Excellent
Listening Excellent
Reading Excellent
Writing Excellent
• Native

Dari

Speaking Well
Listening Excellent
Reading Excellent
Writing Excellent

English

Speaking Well
Listening Excellent
Reading Excellent
Writing Excellent

Urdu

Speaking Good
Listening Well
Reading Well
Writing Well

Operating Systems

- Windows, Linux, Unix

Achivement

- Successfully expanded market reach and strengthened client relationships in multiple provinces.
- Consistently exceeded monthly sales targets in both Sadaf Aria and Alfa Milk companies.
- Recognized for leadership, strategic thinking, and excellent customer service.
- Additional Information
- Strong interpersonal and negotiation skills; adaptable to dynamic market conditions.
- Goal-oriented and highly committed to delivering results.
- Willingness to travel for business and client visits.

References

Will be available on your request