

NAEEM SHOUKAT CHOHAN

PERSONAL DATA

Date of Birth: 07/08/1986

Sex: Male

Nationality: Pakistan.

Marital Status: Married.

Visa Status: Visit.

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Mob: +971-567123916

Holding: UAE Driving Licenses.



OBJECTIVE:

To secure a position as Sales Professional in order to utilize my sales and marketing skills in a comprehensive organization that puts value on people and the products they are promoting. Honest and ethical, I am looking to call this company my family.

AREA OF EXPERTISE:

Brand/Product Management	Sales Planning	Product Availability
Competitors Analysis	Product Visibility	Market Analysis
Inventory Control	Sales Forecast	Promotion Planning

ACADEMY QUALIFICATION:

MATRICULATION= In Science Subject from Board of Intermediate & Secondary Education Lahore in 2003.

F.A FACTUALITY OF ARTS= In Civics and Journalism from Board of Intermediate & Secondary Education Lahore in 2005.

MICRO SOFT OFFICE= From Al Asar College Depalpur in 2005-2006.

DIPLOMA OF INFORMATION TECHNOLOGY= From Depalpur college of Education & Computer Sciences Depalpur in 2006.

➤ SALES EXECUTIVE (2019 to 2021) AT KAMAL AL SHAIKH GENERAL TRADING ABU DHABI.

- Handling Marfa Pasta, Vip Dates, Marfa Couscous, Hilwa Milk Powder, Hilwa Sunflower Oil, Hilwa Corn Oil, Kenz Juice Powder, Hilwa Evaporated Milk, Faragello Juices and James, Al fanar Hot sauces and Basmati Rice, Primo Tomato Paste and Beans, Omar Tuna in **Traditional and Modern Trade, Catering and Whole sale within Abu Dhabi.**
- Conducting daily visits of assigned outlets and arranging product display accordingly.
- Ensuring listing of new and potential SKUs with individual outlets as per the stock movement.
- Taking product orders while ensuring enough stock levels in outlet warehouse.
- Maximizing availability of fast moving SKUs at all the times in rented space of outlets.
- Following up on stock deliveries and planning outlet visits accordingly.
- Arranging displays in gondolas and podiums for special promotions. Displaying POP & POS materials at outlets with ongoing promotion.

➤ **MONTANA GENERAL TRADING.**

SALES EXECUTIVE (DECEMBER 2018 TO DECEMBER 2019 IN ABU DHABI)

- Handling complete SKU range Montana Sunflower Oil, Montana Olive Oil, Montana, Calrose Rice, Diamond Rice, Montana Tomato Paste, KataKit Biscuits and chocolates. Montana Vinegar, Montana Molasses. Montana Mushroom, Montana Tahina, Montana Lemon Juice, and many more major brands in major **Traditional and Modern Trade, Catering and Whole sale within Abu Dhabi.**
- Conducting daily visits of assigned outlets and arranging product display accordingly.
- Ensuring listing of new and potential SKUs with individual outlets as per the stock movement.
- Taking product orders while ensuring enough stock levels in outlet warehouse.
- Maximizing availability of fast moving SKUs at all the times in rented space of outlets.
- Following up on stock deliveries and planning outlet visits accordingly.
- Arranging displays in gondolas and podiums for special promotions.
- Displaying POP & POS materials at outlets with ongoing promotions.
- Coordinating with buyers on upcoming outlets promotions and product offerings.
- Submitting monthly account statements and following up on payments.

➤ **SARA TRIDENT EMIRATES LLC UAE.**

SALES EXECUTIVE (AUGUST 2013 TO SEPTEMBER 2017) ABU DHABI & AL AIN.

- Handling complete SKU range of Jergens Body Lotion, Enliven Body Spray, Fade Out Cream, Chubs Baby wipes and baby Shampoo, Trissa Tooth Brush, Dr Back Man Kitchen and laundry products, Sudocream, Wet Ones Tissue, Laser Razors, Ricola Candy, Palmers Body Lotion and Hair Creams, Astonish Cleaning, Gum Tooth Brushes and Gum Tooth Paste, Enliven MouthWash, Jergens Soap, Allysa Ashley Body Lotion, & Olbas Oil and Inhalers and many more brands in major Modern Trade outlets within Al Ain branch.
- Conducting daily visits of assigned outlets and arranging product display accordingly.
- Ensuring listing of new and potential SKUs with individual outlets as per the stock movement.
- Taking product orders while ensuring enough stock levels in outlet warehouse.
- Maximizing availability of fast moving SKUs at all the times in rented space of outlets. Following up on stock deliveries and planning outlet visits accordingly.
- Arranging displays in gondolas and podiums for special promotions.
- Displaying POP & POS materials at outlets with ongoing promotions.
- Coordinating with buyers on upcoming outlets promotions and product offerings.
- Submitting monthly account statements and following up on payments.

➤ UNITED FOODS COMPANY (PSC) UAE

SALES EXECUTIVE (APRIL 2011 TO AUGUST 2013) ABU DHABI.

- Handling Complete SKU range of Aseel Pure Ghee, Aseel Veg Ghee, Safi Corn Oil, Nawar Sunflower Oil, Aseel Olive Oil, Super Sun Sunflower Oil, Nawar & Mumtaz Butter and Mumtaz Veg Oil in major modern Trade Outlets within Abu Dhabi Area.
- Listing products with major A Class and B Class outlets.
- Meeting buyers to finalize price / product offerings.
- Handling team of merchandisers to ensure the display of company products.
- Taking orders from each outlet and arranging stock deliveries within deadlines.
- Preparing monthly sales plan to achieve outlet wise sales targets.
- Arranging displays for promotions and rented spaces within outlets.

➤ MUSLIM COMMERCIAL BANK PAKISTAN LAHORE.

RELATIONSHIP OFFICER IN AUTO LOAN DEPARTMENT JUNE, 2008 TO DECEMBER 2010.

- Receiving the customers in a pleasant way.
- Collecting all required documents as per need
- Checking the correct information of his/her Bank account status.
- Giving proper services and information about their loan policy.
- Give reminder to customer about their installments dates and correct information their as per monthly installments.
- Giving information to customer about their vehicle insurance policy.
- Handling bargain situations.
- Handling Credit situation.

KEY CAREER ACCOMPLISHMENTS:

- Delivered exceptional sales growth at assigned outlets through maximum product availability and visibility.
- Turned slow moving brand into top three brands of outlet
- Through maximum visits and product visibility.
- Conducted comprehensive market surveys on competitor's
- Activities and presented to Sales Manager.
- Detailed market research for prelaunch surveys of upcoming products.
- Successful implemented monthly promotions with innovative.