

# Firoz Ahmad

## Personal info

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## Skills

### Selling Skill



### Communication



### Digital Marketing



### Business Development



### Team Management



## Professional Summary

*Strategic-minded, goal-driven sales supervisor with over 7 years of verifiable successes in the areas of business development and team-leading. Exceptional ability to build and lead high-performing teams focused on developing profitable sales strategies and identifying market opportunities to achieve sales goals. An adaptable, customer-focused leader with a proven track record of bringing revenues, profits, and market shares to new heights.*



## Employment history

### Area Sales Supervisor, Gulf Catering Company. Jeddah, KSA

Apr. 2016 – Sep. 2020

- A Team of 7 sales representatives, reporting to ASM.
- Direct and coordinate activities involving sales of products, services, commodities, subjects of sale. manage daily forecast
- Ensure Customers getting promotions and schemes. Make sure the team achieved the sales targets and control the expiry
- Resolve customer complaints regarding sales and service.
- Track product distribution and resolve customer sales complaints

### Marketing Executive, Pal Fashion Ltd. New Delhi

Dec. 2014 – Jan. 2016

- Reporting to the Area sales manager, handling Delhi.
- Visit new shops, existing customers, and make distributors.
- Ensure the distributor gets proper schemes and product availability.
- We have to achieve weekly and monthly sales targets.
- Develop prospect lists, pitch to them about products and services.

### Sales Officer, Procter & Gamble. New Delhi, Delhi

Jan. 2013 – Aug. 2014

- Reporting to sales supervisor, handling central New Delhi. A Visit is only existing 20-25 shops per day.
- Ensure aware of the current monthly offer and scheme. We have to achieve weekly and monthly sales targets.
- Explain products or services and prices and demonstrate the use of products. Resolve customer complaints regarding sales and service.



## Education

### Annamalai University, Chidambaram, Tamil Nadu

MBA, Marketing, Jun. 2012

### Aligarh Muslim University, Aligarh, Uttar Pradesh

Bachelor of Arts, English Literature, May. 2010

### Aligarh Muslim University, Aligarh, Uttar Pradesh

GED, History, English, Political Science, Jun. 2007