

IRFAN ABDUL KADIR MAPARI

5/1, Stovewala, Nityanand Nagar, Ghatkopar (w), Mumbai-400086

Cell no: 8108981125.

email id: irfanmapari@gmail.com

To,

The Sales Head

Sub : Application for the post of a Area Sales Manager

Respected Sir,

Please accept this letter as an expression of interest in the above mentioned position. I have enclosed a copy of my resume for your review. I am familiar with the requirements for success in the sales profession and believe I possess the right combination of marketing and management skills.

My current position consists of co-ordinating four local areas sales team. I had been provided the opportunity to work in high pressure team environment, where it is essential to be able to work closely to meet the sales deadlines. My earlier employer also thought highly enough of my abilities to promote me to ASM after my third year of employment.

Thank you for your time and consideration. I would welcome the opportunity to personally discuss my potential contributions to your company with you.

Sincerely,

(IRFAN ABDULKADIR MAPARI)

Encl: Copy of Resume



CAREER PROFILE

Looking for a position as a Area Sales Manager to utilize my knowledge and proficiency in a fast paced environment.

PERSONAL DETAILS

Name : IRFAN ABDUL KADIR MAPARI

Resi. Add : 5/1, Stovewala, Nityanandnagar,
Ghatkopar (w), Mumbai – 400086.

Date of Birth : 10th May, 1974

Educational Qualification. : T.Y.B.COM (Mumbai University)

Marital Status : Married

email-id : irfanmapari@gmail.com

cell no : 8108981125

Languages Known : English, Hindi, Marathi and Urdu

Total Experience : 20 years

Last Salary CTC : 40 k / month

Expected Salary CTC. : 50 k / month

Notice Period. : Immediate joining

PROFESSIONAL EXPERIENCE

- Worked as a ASM for Jireh Exports Pvt. Ltd. From June, 2019 To March,2021.
Products: Confectionery Candies and Lollipops
Team Size : 16 Persons
Area Covered : All over the Mumbai & Thane regions.
- Worked as a Senior Area Sales Manager for Jain Farmfresh Foods Limited from September,2015. To December,2018.
Product : Frozen Mango Pulp and Beverages.
Team Size : 9 persons
Area covered : Central & Harbour Mumbai, Navi Mumbai, Thane & Raigad district.



- Worked as an Area Sales Manager for Dodla Dairy Ltd. From 20th March, 2012 to August, 2015.
 Products : Cow & Buffalo ghee, flavoured milk, Skimmed milk powder.
 Team size : 10 persons.
 Area covered : Western, Central & Harbour Mumbai, Navi Mumbai, Thane & Raigad district.
 No. of distributors appointed: 18
 No. of retail outlets: around 3500 outlets.
 Monthly sale in Amount : Rs. 60 lac.
- Worked as an Area Sales Manager for Prabhat Dairy Pvt. Ltd. from Aug 2009 to Nov. 2011.
 Products : Cow ghee, Flavoured milk, Mango drink, Packaged drinking water
 Team size : 20 persons.
 Area covered : Western, Central & Harbour Mumbai, Navi Mumbai, Thane & Raigad district.
 No. of distributors appointed : 28 distributors for general trade & 4 distributors for railways
 No. of retail outlets: around 6000 outlets and 14 D`mart stores.
 Monthly sale in Amount : Rs. 1 Cr.
- Worked as a Sales Executive for Prabhat Dairy Pvt. Ltd. from June 2005- July, 2009.
 Products : Cow ghee and Flavoured milk
 Team size : 5 persons.
 Area covered : CST TO Mulund & Churchgate to Mahim.
 No. of distributors appointed : 5.
 No. of retail outlets : around 500 outlets
 Monthly sale in Amount : Rs. 6 Lac.
- Worked as a Sales Representative for MTR Foods Ltd. from April, 2000- May, 2005.
 Products : Instant Masala & Powder, Ready to Eat, Pickles & Papads.
 Area covered : Sion to Byculla & Mahim to Worli.
 No. of distributor appointed : 1.
 No. of retail outlets : around 100 outlets.
 Monthly sale in Amount : Rs. 1.5 Lac.



Achievement

- 1)Excellent performance as an ASM in the year 2009 - 2010
- 2)Outstanding performance during period 27/11/2010 to 26/12/2010 'Ghee Boss Rules Target Achievement'.

AREAS COVERED

AS A ASM

- Mumbai, Navi Mumbai, Thane and Panvel.
(General Trade, Modern Trade and Railways)

AS A SALES EXECUTIVE

- Mulund to Colaba.

AS A SALES REPRESENTATIVE

- Sion to Byculla and Mahim to Worli.

PROFESSIONAL STRENGTHS

☐ Responsible for developing the business in the given geographical areas, handling the retail and create distributor network.

☐ Enthusiastic, energetic and dedicated Area Sales Manager with more than 15 Years of professional experience in the above mentioned field.

☐ Excellent verbal and written communication skills.

☐ Organised, decisive with strong leadership skills.

☐ Possess excellent planning and organizational skills.

☐ Ability to motivate, inspire and lead a team successfully.

☐ Goal oriented and ability to handle multiple task.

☐ Possess excellent negotiation and management skills.

☐ Enthusiastic, confidence with good sense of responsibilities.

☐ Ability to work under pressure.

