

Hafiz

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📍 Johor Bahru, Malaysia

Profile

Goal-driven Sales Manager with over 8 years of experience in consumer goods sales. Expert in leading teams, setting sales strategies, and surpassing revenue goals.

Experience

Sales Manager

- Nestlé Malaysia – Johor Bahru

2018 – Present

- Led a sales team of 15 reps
- Achieved 120% of annual sales target for 3 consecutive years
- Conducted weekly strategy meetings and trainings

Area Sales Executive

- Dutch Lady – Muar

2015 – 2018

- Expanded product distribution to 120+ new retailers
- Strengthened dealer relationships and territory growth

Education

Bachelor's in Marketing

- Universiti Kebangsaan Malaysia — 2014

Skills

- Sales forecasting
- CRM tools
- Market research
- Team motivation