



MOHAMMED ZESHAN MOBEN

CONTACT

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SKILLS

- MS Office
- MS excel
- Recognizing present and future developments that appeal to customers
- Sales experience
- Problem-solving
- Cash management
- Merchandising
- Customer service
- Cash register operation
- First in first out

LANGUAGES

Urdu:

Native Language

English:



Upper intermediate (B2)

PROFESSIONAL SUMMARY

- To achieve responsibility in challenging and rewarding avenues where i can contribute my skills for organizational growth through hard work and creativity within the time constraints in professional way.
- looking for quick start sales supervisor

DUTIES & RESPONSIBILITIES AS TRADITIONAL TRADE SALES SUPERVISOR:

- Establishes a flexible journey plan for his sales representatives.
- Ensures that every covered store has a bar code in his outlet and ensures that the bar code is placed within his authorization.
- Lead and coach the Sales Representatives, ensure overall sales and KPI targets can be delivered.
- Collecting all the sales data. Checking with salesman visiting daily scheduled calls or not.
- Monitors each Van sales rep activity on a progress report that summarizes the coverage, the distribution, number of calls per day, the strike rate and the sales achieved.
- Works with van sales reps on their trucks at least 3 times a week based on a preplanned agenda.
- Ensures a swift loading of van sales reps in a way the early in line with company policy.

WORK HISTORY

Van Sales

10/2023 - Current

KSA Saudi Dairy & Foodstuff Company - Asir region

- Captivated customers with lively presentation, conversational and customerservice skills.
- Maintain cash sales
- Sales productivity 80-90%
- negotiation skills
- Customer relationship building.
- Daily visit Stores per day 15-20 Total cover 130
- Practice and process of displaying and selling products to customers

Van Sales

12/2022 - 09/2023

Cigalah Group - Jeddah , Saudi Arabia

- Engaged in friendly conversation with customer to better uncover individual needs.
- Maintained up-to-date knowledge of store sales, payment policies and security standards.

- Stocked merchandise, clearly labeling items, and arranging according to size or color.
- Volunteered for extra shifts during holidays and other busy periods to alleviate staffing shortages.
- Captivated customers with lively presentation, conversational and customer
- Daily visit Stores & hotels per day 15-20 Total cover 130
- Maintain cash sales
- Sales productivity 60-70%

FIELD CASHIER

09/2018 - 07/2022

SEVA MACCS BANK - Warangal , Telengana india

- Manage transactions with customers using cash registers
- Resolve customer complaints, guide them and provide relevant information
- Track transactions on balance sheets and report any discrepancies
- Opening new customers

EDUCATION

Bachelor Of Business Administration : Marketing , 01/2021

MADTERJI DEGREE & PG COLLAGE – Warangal Telengana india

- Elected Captain of [eenadu cricket tournament in warangal]

PERSONAL STRENGTH

Positive attitude and Enthusiastic in teamwork.

Inquisitive to learn new concepts.

Ability to persuasive people around me.

Interested in learning new technologies.

BRAND'S WORKED ON

- mentos gum
- chupa chups bites
- foster clarks
- tchibo coffee
- davidoff coffee
- saudia

PERSONAL PROFILE

Fathers Name : Mohammed khaisar mobin

Qualification : Graduate

Date of Birth : 09 APRIL 2001

Marital Status : Unmarried

Iqama Profession : Transferable

Driving License : Valid

DECLARATION

I hereby declare that above all the Information is made up by my knowledge and belief. Mohammed Zeshan mobin.