

Faraaz Ahmed

SALES EXECUTIVE

Contact

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Skills

Interpersonal skills

Excellent

Build relationship

Excellent

Sales goals

Excellent

Strategic Planning

Sales presentations and promotions

Excellent

Daily reports

Excellent

New business development

Excellent

Service-oriented Sales Manager with more than seven years of experience developing relationships and partnerships, servicing accounts and boosting profits. Strategic and analytical with motivational leadership style and expertise in building new network connections, promoting products and expanding territories.

Work History

2021-03 -
Current

SALES MANAGER

GOLOKA FARMS, MUMBAI, MAHARASHTRA

- Handling Horeca for Mumbai market.
- Approaching outlets for corporate tie-ups.
- SWOT analysis
- Market research and market audit
- Marketing, selling and promoting Cheese products

TERRITORY EXECUTIVE

MOKITA HEALTHCARE, KOLKATA, WEST BENGAL

- Visit doctors on daily basis in their respective locations.
- Visit chemists and stockists in the respective locations to make our products available.
- Create brand awareness by implementing marketing strategy like free sample distribution.
- Build and develop strong relation with the doctors, chemists, and stockists.
- Also keep a check on competitors way of work in the market.
- Increase retail counters.
- Coordinated staff sales meetings to discuss developmental strategy, best practices and process improvements.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Identified opportunities for growth within territory and collaborated with sales teams to reach sales goal.
- Managed and maintained client book of accounts and weekly sales records.
- Improved profitability by developing pipeline utilising multiple marketing channels and sales strategies.

SALES REPRESENTATIVE

AL-SEER, DUBAI

- Visit respective outlets (hypermarkets, supermarkets, B-class outlets, groceries) to check the visibility and availability of the products.
- Make orders from respective outlets.

2018-10
-2021-02

2018-04
2018-09

- Make deals, negotiations, offers.
- Implement various marketing strategies in order to achieve target.
- Build relationship with customers and potential customers.
- Participate in events and promotions.
- Reached out to customers after completed sales to evaluate satisfaction and determine immediate service requirements.
- Strong coordination with the merchandiser.
- Met with store managers to discuss product needs, accomplish sales goals and facilitate sales growth.

2014-07

SALES EXECUTIVE

2018-03

MOKITA HEALTHCARE, KOLKATA, WEST BENGAL

- Visit doctors on daily basis.
- Visit chemists and stockists in the targeted areas.
- Make our products widely available.
- Implement marketing tools to create brand awareness, promote brand, and achieve target (by free sample distribution) .
- Surpassed growth targets and revenue projections by coordinating and planning product sales.
- Targeted new markets and increased sales through proactive sales and negotiation techniques.
- Researched sales opportunities and possible leads to exceed sales goals and increase profits.
- Attracted new clientele and developed customer relationships by hosting product-focused events.
- Tracked and analysed weekly sales reports, implemented corrective action plans and streamlined sales operations.
- Exceeded sales goals and improved profitability by aligning sales strategies and business plans with market trends.

2014-05

SALES AUDITOR

2014-06

GOODRICKE TEA , KOLKATA, WEST BENGAL

- Visit each outlet in their respective locations.
- Streamlined daily reporting information entry for efficient record keeping purposes.
- Made daily report.

- SWOT analysis.
- Analyse competitor's marketing strategy.
- Build relationship.
- Promote brand.

2013-09
2014-04

MARKET RESEARCHER

PICASSO LEATHER, KOLKATA, WEST BENGAL

- Coordinate with the international buyers.
- Send them pictures and samples of leather wallets, note-cases, handbags etc.
- Developed specific marketing strategies for buyers.
- Build relation with potential buyers.
- Try to get new orders by using marketing strategies.
- Coordinate with the buyers regularly.
- Coordinated with social media, public relations and other teams to execute product introductions.

Education

2014-07 -

BBA: COMMERCE

2017-04

*NOPANY INSTITUTE OF PROFESSIONAL STUDIES (MAKAUT)
- KOLKATA*

2013-07 -
2014-05

POST GRADUATION DIPLOMA IN MARKETING & SALES MGMT: MARKETING AND SALES MANAGEMENT

ST.XAVIERS COLLEGE KOLKATA - KOLKATA

Certifications

2019-10

Digital Marketing