**RESUME**

**IMRAN AHMAD**

**Qurum,**

**Muscat (Oman)**

**Mobile+96877476162**

**Email.Id-imran.ahmad2087@gmail.com**

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| **Career Objective :** |

**Seeking a good and challenging assignment in a leading and progressive organization where I can contribute directly to the growth of the organization by utilizing my skills and experience and achieve excellence through learning, thereby preparing myself to take on greater responsibilities in the long run.**

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| **Professional Synopsis** |

**MBA Professional having some 10 plus years of experience, willing to embark on a fast-track career with organization of repute who can provide me the cross functional experience so that I can add value to the organization. Possess excellent interpersonal, communication& behavioral skills within ethics.**

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| **Professional Education :** |

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| **Masters of Business Administration** | **N.S.I.B.M Jamshedpur,****Kolhan University (Jharkhand)****AICTE Approved). Specialized in****(Marketing & HR) Session 2009-11** |

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| **Summer Internship** |

“**Consumer Survey and sales promotion** “

Name of Company: : Micromax Mobile

 Location : Ranchi

 Duration : Two Month (15 May to 15 July 2010)

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| **Academic Qualifications :** |

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| **Academic Education Level** |  **University** | **Class/ Div** | **Year of Passing** |
| **MBA(NSIBM)** | **Kolhan University (Jharkhand)** |  **1st class** | **2011** |
| **Graduation in Math** | **Veer Kunwar Singh (Ara)** | **1st class** | **2007** |
| **Intermediate of Sc.** | **B.I.E.C. (Patna)** | **1st class** | **2004** |
| **Matriculation** | **B.S.E.B (Patna)** | **1st class** | **2002** |

1. Workingas a**Sales Supervisor** in**Iffco Distribution LLC. (Muscat-Oman) Dec-2019 to present….**

***Key Responsibility****:*

* Significantly handling GT Channel as a sales supervisor.
* Handling 6 Salesman in the team.
* Always focus on Products distribution, drop size and display in the market.
* Achieve product distribution in all Trade channels as per the recommended portfolio to optimize sales & increase market share.
* Always care about Route Optimization, Product optimization, Assets optimization and People optimization.
* Market route riding, store Audit and survey.
* Effectively administrated the head office Promotions in market.
* Effectively setting sales targets of salesman.
* Effectively develop & manage the key customer relations.
* Executed the New Products market distribution, promotions, and Activities.
* **Worked as a Sr. Sales Officer in Varun Beverages Ltd. (PepsiCo) in Ranchi (India)**
* **Time Span Nov- 2014 to April -2020**
* **Major job Responsibilities**
* Responsible for management and training of a team of 15 DSR’S in urban areas.
* Handling 7 Distributor Town in My company
* Responsible for achieving both secondary and primary targets.
* To act as an interface Trade for smooth coordination and timely feedback.
* To build sales and distribution infrastructure for proper availability & Visibility
* Launching of new products and creating the distribution network.
* Ensuring proper service to the market for a healthy growth across.
* Implementing new market initiatives and sales strategies.
* To built and sustain a team of motivated business partners who are aligned with organization’s goal.
* **Worked as a Sales In charge In Dabur India Ltd. (Real Juice) in Mumbai (India)**
* **Time Span: Nov. 2012 to Till Feb. 2014**
* **Major Job Responsibilities**
* Making sales strategy of the route.
* Maintaining good customer relation by arranging timely delivery.
* Creating route plan & working on that plan.
* Focusing Monthly, Quarterly & Annually Sales target and executing them in a given time frame.
* Visiting potential customer for new business.
* Maintaining and developing relationship with existing customer via meeting & telephone calls.
* Handle the Distributer and maintain the primary and secondary sales.
* Create the new account for increasing sales volume.

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| **Computer Know How:** |

* Well versed in all the applications of MS office, including MS word, MS excel, and MS power point.
* Working experience on MS outlook, emails and internet

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| **Strengths :** |

* Good communication and interpersonal skills.
* Positive Thinking.
* Well-built relationship with a lot of clients.
* Willingness to work in high pressure environments

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| **Hobbies :** |

* Playing and watching cricket
* Interaction with people.

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| **Personal Details:** |

Marital Status : Married.

Date of Birth : Feb 20, 1987

Nationality : Indian

Languages : English, Hindi, Urdu

Passport No. : V5117908

Driving Lic. No. : 125866317

Address : Moh-Gulzar bhag, Bikramganj, Distt-Rohtas (Bihar)

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| **Declaration** |

I confirm that the information provided by me is true to the best of my knowledge and belief.

Date:- Imran Ahmad