

AHAMED IRSHAD S.A

Sales Executive

Dedicates time to helping and communicating with customers to build trust and develop long-term working relations



✉ ahamedirshad071@gmail.com

☎ +974 30314233

📍 Qatar

WORK EXPERIENCE

Team Leader

- **Golden Orange FoodStuff Trading LLC** | Dubai, UAE | 2021 - 2022
 - Managing 30+ outdoor Sales Executives.
 - Tracking Order Delivery.
 - Day to Day account management.

Position Merchandiser

- **Union co-operative society** | Dubai, UAE | 2022 - 2023
 - Collaborating with suppliers, manufacturers, and retailers to ensure proper execution of merchandising plans.
 - Maintaining inventory of products
 - Ensuring retailer compliance with merchandising strategies

EDUCATION

- **DIPLOMA IN CATERING TECHNOLOGY**
K-Tek Catering College
(2 years DHMCT) | 2016 - 2018 | 80%
- H.SE
MAY Flower Matric
Hr. Sec. School | 2014 | 65%

JOB RESPONSIBILITIES

- Builds business by identifying and selling prospects; maintaining relationships with clients.
- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Maintains quality service by establishing and enforcing organization standards
- Contributes to team effort by accomplishing related results as needed.
- Maintaining strong relationships with current and potential clients is important for building a loyal customer base and increasing sales.
- A sales strategy is essential for an organization to sell its products and make a profit

SKILLS

- Product Knowledge
- Active Listening
- Effective Communication
- Time Management
- Negotiation Skills

OTHER PERSONAL DETAILS

Passport - R9939584

Expiry - 15/04/2028

Nationality - Indian

Married

Visa type - Resident

LANGUAGES

English
Full Professional Proficiency

Hindi
Basic Working Proficiency

Tamil
Full Professional Proficiency

Arabic
Basic Working Proficiency

Malayalam
Professional Working Proficiency