

## SAQIB NAZ

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### Objective

Willing to work in highly competitive environment and have high dedication for challenging jobs. Highly motivated to build bright career through personal efforts and struggle in organization.



### BAHRAIN EXPERIENCE: from March 2022 till dated

- Currently working as a Receiver in Al Tamimi Supermarket from 1 March 2022 till dated.
- Receiving Good, Data entry, Reporting, Good transfers. SMST, Distress. SIDT, GRV, Pricing updating, etc...
- Valid Bahraini car driving license.

### UAE EXPERIENCES:



### MASAFI WATER COMPANY. ( Nov 2020 till Jan 2022)

- Worked as **ASM** and handling Traditional Trade Food service, CS, HORECA and Private labels channels.
- I am handling 9 routes with 9 truck and 18 sales teams covering all Dubai area.
- To handle the assigned sales team as per **(K, P, I) Targets, Achievement (Volume & Revenue NR2 wise) Collection Aging, Area Coverage, Display. Maintain the Accounts and Customers services. Etc.**
- Start working at 7am Everyday meeting coaching & route ridding with the teams.
- Working on monthly targets basics working as per GP route plans on daily basics.
- Currently I am handling all the CS in Dubai Almost 300 sites I visit maximum stores everyday follow up with sales teams checking the markets on daily basics check displays stock availabilities & place the orders to help my sales teams to achieve target
- Make the promotion proposal with good offers to run promotion and participate in Magazines, Flyers, and Big events. (Ramadan, Eid, National days, Anniversaries, monthly Weekly promotions) and many more activities.



## CONSUMER CO-OP UNION ( Jan 2019 Nov 2020 )

- Worked as a **SALES MANAGER** and handling 28 Branches of **Abu Dhabi Coops**, **Delma Coop**, **Al Asima Coop**, **Al Aliyah Coop**, **2 Khalidya Coop**, **Al Mushrif Coop**, **5 Al Baniyas Coops**, **7 Daffra Coops**, **Khalifa Foundation** and **26 Al Ain** outlets.
- I am handling more the 1000 Foods and Nonfood Coop private label items with 7 merchandisers to cover all the Coops to achieve the targets by (revenue and volume wise) to improve the business and increase the sales.
- My responsibilities to work hard visit Maximum outlets every day and meet with branches manager check the displays availabilities to all Coop items in the market and on the shelf, Handle the sales teams to improve the sales and business make GP for sales teams splits the targets as per the monthly and daily sales, listing the new products in all the Coops, Signing the BDA, make the contact with new suppliers, Attend the meetings with the Board Chairman's presenting sales reports by weekly basics.
- Taking care and Coordination with the suppliers for pricing promotion production packing quality of the Coop items and to make sure that Coop stock availabilities.
- Analyzing the company budgets, revenue and sales also handing the operations & fleets



## EMIRATES REFRESHMENTS (P.J.S.) ( Jan 2016 till Jan 2019)

- Worked as a **KEY ACCOUNT ASM** and handling the **KEY ACCOUNT** to exploring the opportunities in (**MODREN TRADE, HORECA & PRIVATE LABEL**) customers to improve the sales, signing **BDA** proper follow up with **Existing** Customers.
- To handle the assigned sales team as per (**K, P, I**) **Targets, Achievement (Volume & Revenue wise Collection Aging, Area Coverage, Display. Maintains Accounts customers.**
- Guiding and handling the sales team Split the targets monthly basics and make the gurney plan (GP) for the sales team to achieve the targets.
- I am handling **10 trucks** with **10 salesmen 20 helpers** and **3 merchandisers** all over in
- Review everyday sales report by the salesman wise as per our GP Achieving daily, weekly and monthly sales target for the sales team.
- Responsible for credit control for assigned the sales team within time line company policy.
- Maintaining **KEY ACCOUNT** customers in assigned territory **Open new customers**
- Conducting Work with each Salesman to analyses his skills, to give proper coaching, guidance to achieve his monthly Targets and SDO (Sales Development Objective).

- I was handling & dealings with **(UNION COOP, SHARJAH COOP, ABU DHABI COOP, RAK COOP, EMIRATES COOP, SAFEER, NESTO, ASWAAQ, WEST ZONE, RAMEZ GROUP HYPER MARKETS, all.**
- I am handling in **HORECA (CROWN PLAZA, HILTON, IBIS, NOVOTEL, HOLIDAYS INN, GRAND HAYAT GROUPS, SHERITAN GROUPS, RAMADA, REYAN HOTLE, AJMAN PALACE, FILLI CAFÉ)**
- I have very good relations and dealing with my customers all over in UAE exploring & Developing Chain **MODERN TRADE, HORECA, PRIVATE LABEL and CO PACKING.**
- Visiting and maintaining all existing customers and the new customers on regular basis.



### I.G TRADING, SIRMA TURKEY WATER: (Feb 2013 till Jan 2016)

- Worked as **Sales Executive** Exploring & Developing Chain **(MODERN, TRADE, TT & HORECA) FMCG.**
- Promoted after 8 Months as a Sales Supervisor in Exploring opportunities in Traditional channel **(MODREN TRADE & Retails)** to improve sales, signing **CDA & BDA**
- Listing product in **(UNION COOP, SHARJAH COOP, EMIRATES COOP ADB COOPS, ASWAAQ, RAMEZ GROUP and all HYPER MARKETS and many big HOTELS RESTAURANTS CAFETERIAS.**  
Guiding and handling sales team including 5 VAN and 5 salesmen, and 5 Helpers.  
Open new accounts and cover **DUBAI, SHARJAH, AJMAN, UMM AL QWAIN, RAK, DIBBA, FUJHAIRA** Enhanced the sale by 90% plus sales, collection, customer service.



### ARZ INTERNATIONAL FOOD STUFF Jan 2010 till Feb 2013

- **1st visit visa uae and start my career feb 2009 as a salesman.**
- promoted after 1 year as a sales executive for traditional trade local and **(Turkish Products Energy drink , Juices, Chips, Can Foods at Grocey shops, Cafeterias, Restaurants, Super markets, Hyper markets,**
- Added customers in my territory open new accounts in **DXB, Sharjah, Ajman, and Umm Al Quwain Ras Al Khaima, FUJHAIRA.**

Qualification:

<b>FSC.</b>	<b>805\1100 in</b>	<b>1999</b>
<b>Metric</b>	<b>434\850 in</b>	<b>1997</b>

### Languages:

- English
- Urdu & Punjabi
- (Native) Arabic Key Phrases

### Skills

- Excellent UAE FMCG sales and marketing experience (MODERN TRADE, TT, FS, CS, PRIVATE LABEL, RETAIL, CO PACKING.
- Key Accounts, Teams Management, sales Training, etc...
- Microsoft outlook, Microsoft word, , Power Point SAP software Expert .

### Personal Information:

<b>Date of Birth</b>	<b>:</b>	<b>1982.02.22</b>
<b>Nationality</b>	<b>:</b>	<b>Pakistan</b>
<b>Religion</b>	<b>:</b>	<b>Muslim</b>
<b>Visa status</b>	<b>:</b>	<b>Employment visa till 2024</b>

### Declaration:

I hereby certify that all the above-mentioned information is true and correct to the best of my knowledge and belief.