

MAHAMMADIRFAN. I.JAMADAR

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PROFESSIONAL PROFILE

I am dedicated professional with extensive experience across all areas of retail management. An exceptional leader who is able to develop and motivate others to achieve targets, I can demonstrate a strong ability to manage projects from conception through to successful completion.

OBJECTIVE

I am now looking to progress into a Area Sales Manager position within the retail sector. I am therefore keen to find a new and suitably challenging role within a market-leading organisation.

CAREER SUMMARY

2016 March – Working: AH Group (Al Najha Bakery)

SALES SUPERVISOR

- Handling team 21van salesman and merchandiser
- Responsible sales targets through motivating and developing,
- Responsible depot sales and expire
- Daily report of collections
- Improving Average Transaction Value (ATV) and Items per Customers (IPC)
- Ensuring that Sell Through-Rate (STR) is achieved for all new products
- Achieve volume target for all products & increase markets share
- Prepare products daily and monthly statement
- Coordinating with sales and marketing team
- Marinating a good relationship with the customers at all times
- Check the expiry dates in all cash and Credit market
- Keep up to date with products and pricing of competition
- Review and analyze weekly sales report
- Maintaining petty cash ,attende register and vehicle logbook
- Emphasize on team work and sprits
- Planning to give better sales & services, there needs
- Monitoring and controlling store compliance in all areas
- Suppliers to solve specific challenges and leverage growth opportunities.
- Planning to give better sales & services, there needs
- level of operating MS Office PowerPoint, Word, Excel & MS Project
- Peppering HHC & resolving issue
- Achieve volume target for all products & increase markets share
- The expiry in cash and Key market planning controlling
- Keep up to date with products and pricing of competition
- Planning expand Business my area
- Maintain contact and friendly relationships with customers and suppliers,
- Coordinate counter maintenance, merchandising and promotional activity
- Upgrade to knowledge of upcoming Products
- Hygiene maintained Stock management
- Reporting to the Area Sales Manager with responsibility

2012Dec -Jan 2016: SPICE RETAIL – (North Karnataka) (INDIA)

Area Sales Incharge (ASI)

- Assisted Area Sales Incharge with general and Modern sales and marketing administration tasks
- Developed, implement, and monitor training programs within an organization.
- Supervise technical training for staff Recruited sales executive ,FOS,Promoters
- Conduct orientation sessions.
- Create brochures and training materials Handled the dealer and distribution network in the assigned territory
- Appointed new Distributor , Increase WOD
- Upgraded to knowledge of upcoming & New technology
- Develop multimedia visual aids and presentations.
- Increase the distributor's ROI
- Evaluate needs of company and plan training programs accordingly.
- Conduct performance evaluations. Handle stationary and supplies inventory
- Good relationship with the Dealers, Distributors and Channel Partners
- Managed and developing stores' monthly incentive programme and cost justifying
- Supervised, motivating and developing team reward
- Handled and swiftly resolving customer complaints in a professional and effective manner
- Provide performance feedback.
- Conduct continuing education training.
- Provide leadership development education.
- Build solid cross-functional relationships.
- Managed and motivating a team to increase sales and ensure efficiency
- Assist with the development of strategic plans
- Respond to and follow up sales enquiries using appropriate methods
- Analyzed and interpreting trends to facilitate planning
- Responded to customer complaints and comments
- Reported to ASM and Head Office

Nov 2010 - Dec: 2012: HINDUSTAN FOODS

Territory sales Incharge

- Handled a Primary and secondary sales
- Handled 6 SE and Distributors
- Handled retails as well as wholesalers, Malls, Hotels, mess etc.
- Design Retailer Schemes & DGS&ND rates govt tenders
- Generated new business, corporate as well as individuals
- Launching & Advertising new products & Hygiene maintained Stock management
- Manages freight expense, customer discounts, and pricing to maintain levels
- Keeping track record of customers
- Appointing new distributors & Sales Agents
- Handled Modern & General trade
- Arranged for the effective distribution of marketing materials
- Work with other team members, consultants, key customers, and key
- Suppliers to solve specific challenges and leverage growth opportunities.
- Planned to give better sales & services, there needs
- Maintained contact and friendly relationships with customers and suppliers,
- Coordinate counter maintenance, merchandising and promotional activity
- Upgrade to knowledge of upcoming Products, Keep focusing ageing Stock
- Self-motivation, Make multiplication Volume, value company side
- Worked as team member
- Reported State Head.

EDUCATION AND QUALIFICATIONS

- 2006-2009 Bachelor Business Administration (BBA) - Alagappa University India
- 2003-2005 Instrument Mechanical - I.T.I
- 2000-2003 Bachelor of Arts in Hindi Equivalent - Hindi Prachar Saba
- 2000 SSLC - K.S.E.B

KEY I.T. SKILLS

- Word, Excel, Access, PowerPoint, Internet & Email

PERSONAL DATA

- **Date of Birth:** 14/12/1982 INDIA **Nationality:** INDIAN
- **Current Address:** Al HASA (KSA) **Mobil:** +966-0547061603(KSA)
+91-9036727007(INDIA)
- **Marital status:** - Married. **Reference:** Available
- **Passport No:** -N6961491 **Date Issue:** - 03/02/2016
- **Issue place:** - Bangalore **Date Expiry** - 02/02/2026
- **Date Expiry:** - 21/04/202
- **GCC license:** - 2409156722

- **Languages known:** English, Hindi, Kannada, Urdu, Marathi, Arabic
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- **Hobbies** : Reading News Paper, Listening, Surfing & Outdoor games, Cricket,
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- **Permanent Address** M I Jamadar_Plot No 332 D.A Colony 2nd Stop Basavan Kudchi
Belgaum-KA (INDIA)-591124

- **Present address:** Dammam
- **Worked place:** Arrar, Quriyath, Al-Jowf, Jeddah, AL HASA (KSA)

- **Date of Birth:** 14th December 1982
- **Nationality:** INDIAN
- **Health :** Excellent

General Skills

- ✓ Leadership skill
- ✓ Good Planning skills
- ✓ Good Decision quality skills
- ✓ Good in problem solving skill
- ✓ Good time management, composure skills with effective team work skills.

I the Undersigned **Mr. MahamadIrfan I Jamadar** confirm that the Particulars furnished Above true to the best of my knowledge. An opportunity will give me to prove my ability.

Date: -10/10/2022

Place: Dammam

(MAHAMADIRFAN.I.J)