



# MOHAMMED JAFFAR HUSSAIN

## KEY ACCOUNT SALES SUPERVISOR

E-mail skyachiever24@gmail.com

Address: Al Akrabia Street 4,  
Al Khobar, KSA

☎ • +966 504837881

Availability: **One month Notice Period**

Visa Status: **Transferrable Iqama Available**

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A COMMITTED AND HIGHLY FOCUSED SALES PROFESSIONAL WITH 10+ YRS. OF EXTENSIVE RECORD OF SUCCESS IN SALES, DRIVING REGIONAL GROWTH AND MARKET EXPANSION, DISPLAYED ABILITY TO SOLIDIFY SALES OUTCOMES UNDER CHALLENGING CIRCUMSTANCES AND STIFF COMPETITION. A RESILIENT AND DEDICATED TEAM LEADER WITH STRONG BUSINESS ACUMEN AND COMPETENCIES IN INTERACTING WITH CUSTOMERS, COLLEAGUES AND MANAGEMENT. POSSESS OUTSTANDING COMMUNICATION, PLANNING, ORGANIZING, CLIENT CONVINCING, COORDINATION, PROBLEM SOLVING, DECISION MAKING, AND TIME MANAGEMENT SKILLS WITH PRESENTABLE PERSONALITY AND PROFESSIONAL BUSINESS STYLE.

### CORE COMPETENCIES:

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- Sales and Marketing
  - Key Account Management
  - Multi-Channel Management
  - Competitors Analysis
  - Customer Relationship
  - Contract Negotiations
  - Market Analysis / Research
  - Team Management
  - Sales Force Development
  - Complex Negotiations
  - Market & Industry Analysis
  - Merchandising Management
  - Product Management
  - Campaigns and Promotions
  - Team & Relationship Building
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### ACHIEVEMENTS / AWARDS

- Master in Business Administration with 68%
  - Bachelor in Science ( Bio -Tech) with 67%
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### PROFESSIONAL EXPERIENCE

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شركة مهنات الخير للتجارة  
Masarat Khair Trading Company



MASARAAT AL- KHAIR TRADING COMPANY, FOUNDED IN 1978 IS A LEADING FOOD IMPORTER AND DISTRIBUTOR BASED IN SAUDI ARABIA. WE ARE ENGAGED IN IMPORT AND DISTRIBUTION OF HIGH QUALITY AND WELL ESTABLISHED FOOD BRANDS OF FLOUR , RICE ,PASTA ,OIL ,LENTILS AND COFFEE ACROSS SAUDI ARABIA

WE ARE PROUD AUTHORIZED DISTRIBUTOR OF KUWAIT FLOUR MILLS AND BAKERIES PRODUCTS IN SAUDI ARABIA. THE KUWAIT FLOUR MILLS & BAKERIES COMPANY IS THE LEADING COMPANY IN THE FIELD OF FOOD PROCESSING WHICH IS CHARACTERIZED BY APPLYING THE HIGHEST INTERNATIONAL QUALITY STANDARDS AND NUTRITIONAL VALUE . 40 YEARS OF EXPERIENCE IN THE IMPORTING AND DISTRIBUTION BUSINESS, WE HAVE GROWN TO BE SPECIALISTS IN SOURCING AND SUPPLYING QUALITY PRODUCTS FROM AROUND THE WORLD FOR THE SAUDI MARKET. WE CLOSELY MONITOR PATHWAY OF OUR IMPORT FROM VARIOUS MARKET OF THE WORLD MAKING SURE

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THAT WE ARE PROVIDING BEST QUALITY

### **Key Account Sales Supervisor (Eastern Region of KSA) JULY 2020 to Till Date**

- Follow up with the customers such as Hyper panda , Lulu Hyper Market, Danube, Tamimi Markets , Abdullah Othaim Markets, Carrefour, Farm super store , Universal Cold Store , Al Muntazah Markets, Panda ,Nesto Hyper Market Etc.
- Maintain good relationship with buys to generate purchase orders
- Daily visits to stores and check the availability of the stocks
- Check the products manufacturing and expiry date on the products .
- Make sure all the products display in the store shelves
- Preparing the overall sales strategy of assigned area and routes.
- Preparing weekly route plan for sales executive and merchandisers.
- Monitoring daily activities of sales team and follow up on sales progress and accomplishments.
- Conducting regular meetings with the Sales Manager for feedback on status of sales.
- Preparing promotion calendar for the key account customers.
- Assisting sales manager in forecasting monthly sales.
- Establishing and maintaining good contact with all customers and maintain updated Customer details of the assigned area.
- Travelling with the sales team regularly, provide backup to the team whenever necessary. Ensure physical involvement in operation of route when staff shortages arise.
- Preparing daily and monthly status reports regarding the overall sales achievements and also competitor activities
- Coordinating and implementing sales targets set by the department head, prepare sales statistics and related forecasts.
- Ensuring proper implementation of sales campaigns / promotional activities

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Rashed Abdul Rahman Al-Rashed & Sons Group is a dynamic, leading conglomerate in Saudi Arabia. For more than five decades the group has been instrumental in the development of the Saudi Arabian infrastructure. Today it continues to contribute to the growth and prosperity of the Saudi Arabian nation.

Large scale investments are made in developing land and property through our Real Estate Sector and many business partnerships are initiated with global companies via our Investment Sector.

The group operates in seven Business Areas, namely Building Materials, Cement & Bulk Materials, Finishing Materials, Contracting Industrial Products, Automotive Products, and Food Products.

The group prides itself not only in delivering products and services of the highest quality and standards, but also ensures the utmost integrity with everyone that we deal with.

### **Sales Executive June 2017 to July 2020**

#### *Selected Contributes..*

- Enhances staff accomplishments and competence by planning delivery of solutions; answering technical and procedural questions for less experienced team members; teaching improved processes; mentoring team members.
- 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.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports by collecting, analyzing, and summarizing information.
- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.



After signing the agency agreement among china no. 1 and world no 4 home appliances manufacture Haier and kingdoms well reputed company Al Jabr trading in 1998, Al Jabr Electronic appears as one of the electronics department of Al Jabr trading companies other diversified businesses like auto mobiles, banking , insurance, real Estate , soft drinks and laundries

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Al Jabr electronic launch Haier, the globally recognized brand which reflects, sprite, innovation. Global work, technology, finest products quality and value based pricing strategy.

Haier succeed globally with M2M business philosophy as marketing quality products to 165 countries worldwide and manufacturing in eight countries of four different continents like America , Europe , china, Thailand, middle east , India , Pakistan, assure the quality of products, Haier gain all international certifications including CE, ISO,UL AND SASO .

### **Position : Sales Supervisor Jan 2016 to June 2017**

- Fully responsible for Client like Extra ,EMAX, Hyper Panda, LULU , Eddy, Electro in East.
- To manage and maximize sell out and displays of west region for given accounts.
- Daily follow up with promoters and store visits.
- Follow up with head offices for replenishment PO's and collection.
- Arranging the stocks and delivery for given client.
- Assigning target for Promoters on daily, weekly and monthly basis.
- Daily monitoring the competitor's pricing, promotion. bench marking on weekly basi



AMUL is considered as India's best known local Brand across all categories. Indians prefer Dairy Ice cream rather than frozen desserts and Amul has a wide range in the dairy ice cream segment, 35% market share in the national Ice Cream market. Amul is biggest sourcing base for milk products in India, people are more comfortable buying products in the Value for Money segment and Amul is well present in this division. These countries import tones of milk every year. AMUL'S Indian desserts are very well liked in countries like Singapore and Malaysia. Amul has list of products marketed to various countries few of its products are Amul butter, Amul cooking butter, Amul cheese spread, Amul pizza cheese, Amul Shrikant, Amul fresh cream, Amul fat milk, Amul pure ghee, Amulya dairy whitener, Sagar Tea and Coffee whitener, Amul butter milk, Amul ice creams like cassata , cool candy and frostik, Amul milk chocolate and Amul Eclairs. Amul has started preparing and selling pizza slices that prominently feature generous portions of Amul cheese. Amul's pizza slices are being sold through super markets and large departmental stores that have snack counter

### **Position ;. as a Sales and Marketing Executive at AMUL Company since 2012 to 2015**

- Follow up with the customers such as Reliance fresh ,Big Bazaar, Spencer's ,Hyper super market , supermarkets and small retails stores .
- Maintain good relationship with buys to generate purchase orders
- Daily visits to stores and check the availability of the stocks
- Check the products manufacturing and expiry date on the products .

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- Make sure all the products display in the store shelves
    - Keeping in contact with existing customers in person and by phone
  - Making appointments with and meeting new purchasers
    - Agreeing sales, prices, contracts and payments
  - Meeting sales targets
  - Promoting new products and any special deals
  - Advising customers about delivery schedules and after-sales service
  - Recording orders and sending details to the sales office
  - Giving feedback on sales trends
  - negotiating contracts and packages
    - Aiming to achieve monthly or annual targets
    - Managing and motivating staff
  - Dealing with any customer queries or complaints
    - Ordering and managing stock
    - Making sure sales targets are hit
  - Budgeting for the store
  - Recruiting and training staffs
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### **EDUCATION AND CREDENTIALS**

**Master in Business Management (MBA Marketing), 2010 -2012**

OSMANIA UNIVERSITY – Hyderabad, India

**B.Ss, Bachelor of Science 2007 - 2010**

OSMANIA UNIVERSITY – Hyderabad , India.

Well Versed with Windows Software – MS Office( Word, Excel, Power Point)

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### **PERSONAL DETAILS**

**Date of Birth & Age** : 24 -10-1986 ( 32 Years)  
**Father's Name** : Mohammed Ali Hussain  
**Nationality** : Indian  
**Marital Status** : Single  
**Language Known** : English, Arabic, Hindi, Telugu & Urdu