

# FIRDOUS AHMAD KUCHAY

Dammam Saudi Arabia

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## PROFESSIONAL SUMMARY

Dedicated professional with extensive FMCG sales experience (Modern trade, HoReCa & Wholesale). Developed leadership and communication skills throughout a 13-year career. Prioritize building relationships with clients and successfully encourage all sales team members to take this approach. Ready to utilize analysis capabilities to improve efficiency and profits, as well as identify areas that can be improved. Organized and capable of managing multiple accounts simultaneously.

## EXPERIENCE

### Arees International Company (Food and Beverages)

2018 - present

Sales Supervisor

### Wafrah for Industry and Development Company (F&B, Frozen Food, Pasta, Breakfast cereals and Meat products)

2012 - 2018

Sales Representative

### SANA SOAPS AND DETERGENTS PVT LTD

2011 - 2012

REGIONAL SALES EXECUTIVE

### LIFE INSURANCE CORPORATION OF INDIA

2006 - 2011

SALES AGENT

## EDUCATION

### KASHMIR UNIVERSITY

2006

Bachelors in Commerce (B.COM)

## ADDITIONAL INFORMATION

Date of Birth. : 22/04/1983  
Marital Status. : Married.  
Passport . : Indian  
Iqama. : Valid & Transferable.  
Driving license. : valid.

## SKILLS

Building good working relationships with people at all levels.

Prioritizing tasks effectively for myself and team.

Considering many factors in decision-making.

Knowing the key principles of good communication.

Understanding the needs of different stakeholders and communicating with them appropriately.

Bringing people together to solve problems.

Developing new ideas to solve customers' problems.

Cultivating relationships with customers.

Building trust within team.

Proper Use of emotional intelligence.

## ACHIEVEMENTS & AWARDS

(A) WAFRAH FOR INDUSTRY AND DEVELOPMENT COMPANY Received Super Sales representative performance award 2016. (B) Achieved the highest results with less efforts at lower cost. Access the growth of 300% in terms of sales and collection in the Eastern region of KSA. (C) Increased customer base more than 300% in the Eastern region of KSA.