

Muhammad Aman Ullah

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Proactive, analytical and strategic professional, equipped with extensive experience spanning business Development, advertising strategies as well as sales. Able to aggressively drive sales growth and profits, being a part of friendly and highly motivated sales team who are always highly visible to customer and responsive to their needs.

Currently seeking a challenging position in a dynamic environment, desire to progress Further and to grow with the organization that has the opportunity for the advancement of my career.

Skills

- Client Relationships
- Reporting Skills
- Collaboration
- Creativity
- Prospecting Skills
- Computer Skills
- Presentation Skills
- Customer Focus
- Sales Planning
- Negotiation

Work Experience

DEC 2018 – AUG 2020

Sales Executive / Leosons International FZ LLC, (Dubai), UAE

Identify new products improvement by remaining current on industry trends, market activities and competitors. Submit orders by referring to price lists and product literature.

Organize sales visits, maintaining accurate record and reviewing sales performance.

Maintain quality service by establishing and enforcing organization standards.

Sell products by establishing contact and developing relationships with prospects, recommending solutions.

Contribute to team effort by accomplishing related results as needed to monthly sales and revenue targets as set by the sales manager.

DEC 2016 – NOV 2018

Sales Merchandiser / Trilok General Trading LLC, (Dubai), UAE

Workplace: Carrefour Hypermarkets (Abu Dhabi), UAE

Maintain shelves by observing displays of company products, removing damaged or near expiry products.

Tidying store shelves, providing optimum display of products.

Helps field sales representatives with special promotions by setting-up displays at end-aisle.

Observe customer reaction to special promotion, forwarding observations to management, removing promotions at end of special promotion period.

Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.

Prepare, maintains and updates DMR following prescribed method.

JAN 2014 – JAN 2016

Security Officer / Professional Security Systems LLC, (Abu Dhabi), UAE

Workplace: IKEA Yas Island (Abu Dhabi), UAE

Response in any emergency situation, providing customer service and safety.

Manage all customer inquiries and resolving customer complaints.

Secure premises and personnel by patrolling property, monitoring surveillance equipment, inspecting equipment, access points and permitting entry.

To increase health and safety awareness at all levels within the organization.

AUG 2012 – NOV 2013

Sales Executive / Energetic Marketing International (SDN BHD) Pakistan

Develop clear and effective written proposals and quotations for current and prospective customers.

Make telephone calls, in-person visits and presentations to existing and prospective customers.

Supplies management with oral and written reports on customer needs problems, interests, competitive activities, and potential for new products and service.

Identifies advantages and compares organization's products/services.

Education

SEP 2013

HSSC / Board of Intermediate & Secondary Education, Gujranwala

HSSC - Higher Secondary School Certificate

AUG 2008

MS Office Management / NNCCS, Hafizabad,

MS Word, MS Excel, MS Power Point & Internet etc.

Personal Details

Date of Birth	:	16-10-1989
Marital Status	:	Married
Driving License	:	Valid Car Driving License, RTA Dubai, (UAE),
Languages Known	:	English, Urdu & Punjabi

References

Shakeel Sayed

Sales Manager

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Shobal Mathews

Key Account Manager

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