

# HAZEM AHMAD

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Dubai, UAE, #Valid UAE Driving License

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## SALES EXECUTIVE

Results-driven and customer-focused Sales Executive with 5 years of experience in retail and FMCG industries. Proven track record in driving sales growth, managing client relationships, and executing effective merchandising strategies. Skilled in outdoor sales, product promotion, and team collaboration. Adept at identifying market trends and delivering tailored solutions to meet business objectives.

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## STRENGTHS AND EXPERTISE

- **Sales Growth & Business Development** – Skilled in identifying sales opportunities, expanding customer networks, and driving revenue increases.
- **Customer Relationship Management (CRM) Proficiency** – Experienced in using CRM tools to track customer interactions, manage sales pipelines, and maintain strong client relationships for repeat business.
- **Merchandising & Visual Display** – Expertise in optimizing product placement, ensuring eye-catching displays, and maximizing shelf space for increased sales.
- **Retail & FMCG Industry Knowledge** – Deep understanding of consumer behavior, market trends, and retail operations to develop effective sales and merchandising strategies.
- **Negotiation & Influencing Skills** – Proven track record of negotiating product placement, securing premium display locations, and closing profitable deals.
- **Promotions & Brand Awareness** – Experience in executing promotional campaigns, increasing brand visibility, and boosting product performance in retail stores.
- **Inventory & Stock Management** – Efficiently tracking stock levels, preventing shortages, and ensuring timely replenishment to avoid sales disruptions.
- **Time Management & Multitasking** – Managing multiple retail locations, sales targets, and merchandising responsibilities while meeting deadlines.
- **Teamwork & Cross-Department Collaboration** – Working effectively with sales, marketing, and supply chain teams to align business goals and strategies.
- **Competitive Market Analysis** – Monitoring competitor activities, pricing strategies, and industry developments to stay ahead in the market.

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## PROFESSIONAL EXPERIENCE

**Carrefour Majed al Futtaim Hypermarket**  
**Sales Executive**

**October 2021 - Present**

- Developed and maintained strong relationships with customers, ensuring repeat business and customer loyalty.
- Identified new sales opportunities and expanded the client base, contributing to revenue growth.
- Implemented sales strategies that increased product sales by 15% over a specific period.
- Negotiated and closed deals with customers, ensuring mutually beneficial agreements.
- Monitored sales performance, analyzed data, and adjusted strategies to meet or exceed sales targets.
- Collaborated with marketing teams to plan and execute promotional campaigns, maximizing product visibility.
- Provided excellent customer service by addressing inquiries, resolving complaints, and ensuring customer satisfaction.

**Al Seer, Americana Foods**  
**Outdoor Merchandiser**

**August 2019 - September 2021**

- Managed the placement and visibility of products in retail stores, ensuring effective shelf positioning.
  - Built and maintained strong relationships with store managers and supervisors to secure prime display locations.
  - Conducted regular store visits to check stock levels, merchandising compliance, and promotional activities.
  - Coordinated with the supply chain team to ensure timely product restocking and prevent stock shortages.
  - Assisted in executing promotional campaigns that boosted sales by 20% during key retail periods.
  - Monitored competitors' products, pricing, and promotional strategies to provide insights for business growth.
  - Maintained accurate reports on merchandising performance and provided recommendations for improvements.
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## **EDUCATION**

**Arab International University**

Bachelor degree Informatic Engineering

**Google Marketing**

Google Ads, Google Analytics

**Carrefour**

Customer Service Training

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## **LANGUAGES**

**English**

*Fluent*

**Arabic**

*Native*