



Professional Summary: Well experienced Sales and operation professional having +12 years of experience in Modern trade retail and E-commerce channel. I want to become a part of an organization and utilize my proficiency, creativity, skills and potential along with my professional coherence, effectiveness, team effort and leadership qualities for the profitability and growth of the organization as well as for myself.

ZISHAN HAYAT

Phone:

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Skill Highlights

- ✓ Teamwork & leadership skill.
- ✓ Communication skill.
- ✓ Management skill.
- ✓ Analytical skill.
- ✓ Interpersonal skill.
- ✓ Business Development skill.
- ✓ Planning & Strategy making skill.
- ✓ Vendor/Account management skill.
- ✓ Negotiation skills.
- ✓ Marketing, Promotion, Pricing skill.
- ✓ Working Knowledge of advanced MS Excel.

Languages

English (Professional)
Hindi (Native)
Urdu (Average)
Arabic (Beginner)

Nationality: Indian

IQAMA No: 2577288851

Passport No: Z3479344

Current Work Experience

Organization:	Tamimi Market
Industry:	E-Commerce
Designation:	E-Commerce & B2B Sales Specialist
Location:	KSA (Based in Riyadh)
Duration:	From Sept-24 to till date.

Job Role & Responsibility:

- Accountable for **achieving sales target** for Tamimi Market website Marketplace & Wholesale project.
- **Maintain a good relationship with existing partner and responsible for new collaboration** to improve the volume and smoothen the process.
- Responsible for **new business development, Negotiating TOT and agreement for onboarding.**
- **Accountable for all cataloging** and liaising with respective departments to ensure attractive and effective cataloging.
- Coordinating with Tamimi Commercial Team regarding **new brand launches, promotions, pricing, and respective marketing communication etc.**
- **Timely making report, performance check and analysis.**
- Responsible for **creating Seasonal promotion calendar**, coordinate & plan for execution with respective department.
- Coordinate with marketing and merchandising team for effective **brand visibility and promotion** for brands.
- Responsible for **all SAP related work.**
- Management for **top selling SKU's and overall inventory.**
- Accountable for **Timely sales reconciliation, payment and RTV.**
- Monitor and analyze the sales matrix to identify the trend and sales opportunity.
- Accountable for **daily operation (Click & Collect/Home Delivery), related issue, order fulfillment or escalation and customer complaint.**

Last Work Experience

Organization:	Apparel Group(6thstreet.com)
Industry:	E-Commerce
Designation:	E-Commerce Specialist (KAM)
Location:	KSA & UAE(Based in Riyadh)
Duration:	From Nov-21 to July-24.

Job Role & Responsibility:

- **Accountable for achieving sales target** for the Category/Vendors irrespective of business model.
- **Maintain a good relationship with existing vendors** to improve the business volume and smoothen the process.
- **Accountable for hunting new brands/Vendors** for the category, Negotiating TOT and agreement for onboarding.
- **Accountable for all cataloging and liaising** with respective departments to ensure attractive and effective cataloging.
- **Coordinating with brand and internal stakeholders** regarding new brand launches, promotions, pricing, and respective marketing communication assets.
- **Timely making report, performance check and analysis** through GMV, CTR, PLP, PDP, promotion, margin & order qty for the brand and prepare an action plan for improvement.
- **Coordinate with the brand team for seasonal new SKUs launch** and effective promotion.
- **Coordinate with marketing and merchandising team for effective brand visibility and promotion** for the brand and evaluate.
- **Management for top selling SKU's and overall inventory.**
- **For Outright(1P) buy: Follow the buying trend, Timely new season procurement, plan re-order and de-list as per brand performance,** Follow OTB and budget, Vendor mix for target business objective.
- **Ensures PO deliveries are on time** and delays are communicated in advance to minimize risk to delivering the product range.
- **Accountable for Timely sales reconciliation, payment and RTV.**
- **Monitor and analyze the marketplace matrix** to identify the trend and sales opportunity.
- **Accountable for daily operation, marketplace operation related issue, order fulfillment or escalation and customer complaint.**

Previous Work Experiences:

- **BD Manager-(Modern Trade & E-Commerce)** at www.Chokola.in from Dec-20 to Nov-21
- **Key Account Manager-(Modern Trade & E-commerce)** at www.drinkevocus.in from Nov-18 to Dec-20
- **Sr. Customer Exe-(Traditional Trade, Modern Trade & E-commerce)** at PepsiCo from Jan-15 to Nov-18
- **Asst. Territory Manager -(Corporate & Channel Sales)** at www.ceasefire.in from Feb-12 to Jan-15

Professional Qualification

2012 : PGDM (Marketing + IT) from Business School of Delhi, Greater Noida. (1st Div.)

Academic Qualification:

2009 : Graduation in Computer Science from St. Xavier's College, Ranchi. (1st Div.)

Computer Proficiency:

Operating System: Win-7, Win-10, Win-11

Applications: MS Office, Internet skill, Outlook, SMP, SAP, Tableau, Jira, Click up, Asana , Shopify, Magento etc.

Awards & Achievement:

1. Best trainee in Ceasefire annual training program and awarded by Vice President.
2. Multiple times best ATM for Gurgaon Branch and awarded for the same.
3. Two time comes under top twenty best sales employee in our quarter magazine "The torchbearer".
4. Three times awarded as best Territory Manager in Ceasefire.
5. Started work at low performed market and generated good revenue for VBL.
6. Awarded as best performer in internal training program at VBL.
7. Launched and expand the market of Evocus premium water & Chokola for Pan India.
8. Awarded as best performed market on Pan India basis.
9. Launch 100+ new brand like **Arabian Oud, Delsey, Kipling, Hasbro, Casio, DKNY, Guess, Bestway, Intex, Baby trend, Baby love, Luqu, American Tourister, Sky bags, Carlton, Love Moschino, Michael Kors, 30Sunday, Blackout etc. and helped category to grow by 20-40%.**
10. In recent Tamimi B2B Project, Achieved 200% target in consecutive 2 quarter.

Declaration

I confirm that the information provided by me is true to the best of my knowledge and belief.

PLACE-Riyadh

DATE-

ZISHAN HAYAT