



📍 Najran, Saudia Arabia 66241

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PROFESSIONAL SUMMARY

Personable and proactive professional with strong communication and relationship-building skills. Demonstrates adaptability, resilience, and knack for understanding customer needs. Brings collaborative approach and determination to drive results through teamwork and innovative problem-solving. Ready to contribute to achieving sales targets and delivering outstanding customer service. Results-oriented professional with strong track record of achieving business goals. Thorough understanding of how to enhance customer satisfaction levels. Delivers comprehensive service journey and adheres to set procedures.

SKILLS

- Proven sales techniques
- Key Performance Indicator monitoring
- Sales strategies
- Managerial decision-making
- Budget and report writing
- Merchandising and display management
- Product knowledge
- Product and service expertise
- Staff training
- Just In Time stock control

FURQAN ALI

WORK HISTORY

March 2023 - Current

Sales Representative AL MAZAYA Co. | Najran, Saudi Arabia

- Generated sales by prospecting leads, cold calling and closing deals.
- Grew customer base by acquiring new customers and identifying needs to deliver relevant products.
- Consistently achieved or surpassed sales targets.
- Maintained productive relationships with existing customers through exceptional follow-up after sales.

October 2016 - February 2023

Sales Representative Dughmal traders | Najran, Saudi Arabia

- Company Overview: nestle distributors
- Organised and coordinated sales team schedules, helping staff meet company and client expectations
- Analysed sales data to define weekly quotas for multiple departments, assessing potential areas of growth.
- Coached team members to reach and exceed weekly and monthly sales goals
- Maximised business potential by providing excellent customer service and ensuring [Number]% client retention
- Helped resolve client problems quickly with superior customer service
- Identified prospects' needs and developed appropriate responses along with information on fitting products and services
- Nestle distributors in Najran

February 2013 - September 2016

Sales Representative Nestle saudi arabia | Najran, Saudi Arabia, Saudi Arabia

- Built exceptional customer satisfaction by delivering friendly service.
- Achieved company targets by implementing successful sales strategies.
- Addressed customer questions, problems and complaints in person and via phone to maintain positive relationships and support smooth communications.

August 2011 - January 2013

Sales Representative Coca-Cola company saudi arabia | Najran, Saudi Arabia, Saudi Arabia

- Established clear communication channels with clients, keeping them informed about new products and services.
- Grew customer base by acquiring new customers and identifying needs to deliver relevant products.

LANGUAGES

English:

Arabic:

- Reporting data
- Inventory oversight
- Employee management
- Operations coordination
- Sales data analysis
- Performance evaluation
- Order management
- Visual merchandising standards
- Communication
- Customer Service

PERSONAL INFORMATION

- Willing To Relocate: True
- Date of birth: 1982-02-04
- Nationality: Pakistan

EDUCATION

11/1998

Foundation Degree in Science | Science

Government high school qila Ahmed abad, Qila Ahmed abad narowal, Pakistan

06/2008

Bachelor of commerce | Commerce

University of karachi, Karachi, Pakistan

05/2004

SVQ Level 4 | Pre engineering

Sir sayed college, Karachi, Pakistan