

# Mohammad Rehan Saleem

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## Career Objective

Seeking career opportunity in Reputed and Dynamic Organization where my professional skills coupled with the analytical skills could be utilized optimally in a challenging environment.

## Work Experience:

- 1.** Position: Regional Sales Manager – Western Region  
Company: AL Karsf trading and logistic Company Jeddah, Saudi Arabia.  
Duration: From May 2017 till 31<sup>st</sup> May 2018.

### Duties & Responsibilities:

- Managed Logistics area market managers in their respective jurisdictions to verify market growth, accessibility, and areas of improvement.
  - Evaluated competitors in terms of market share, product offering, recognizable strategies, and advertising efforts to determine strategies that would strengthen our company's presence in those areas.
  - Researched market conditions, including customer interest and availability, product need, economy volatility, access to resources, and shipping requirements, to make confident decisions in pursuing, maintaining, and strengthening market opportunities.
- 2.** Position: Sales supervisor Western Region. Company: SENDDEX  
Saudi Bulk Transport LTD. Jeddah, Saudi Arabia. Duration: 01 Jan 2003  
to 20 April 2017

### Duties & Responsibilities:

#### Sales Supervisor – (Express Transportation Services)

- Work closely with operations to identify capacity gaps and close the gap with appropriate customer
- Prepare and execute strategy to target specific customer types based on company objectives and operations capabilities and gaps.
- Preparing the contracts for potential customers.
- Keeping the track of activities in customer relation management system.
- Maintain a positive professional attitude with the other departments.
- Develop new LTL business.
- Maintain profitable business and expand new business from existing accounts.

**3.** Position: Sales Representative

Company: Munif Al Nahdi group. Jeddah, Saudi Arabia

Duration: 1997 to 1999

Duties & Responsibilities:

- Responsible for the sales of cast iron product and automobile spare parts (Exclusively TOYOTA brand)
- Explored the new market throughout the Kingdom
- Responsible for Management informed for current market situations by performing surveys, research plans and direct contact with customers.
- Dealt with high professionalism and personal presentation with customers
- Discussing new ideas with managers which depends on the development of the sales and revenue
- Helping customer with modern ideas and suggestions in arranging shop, product coding of the automobile spare parts.

**4.** Position: Van Sales representative

Company: GTC OLAYAN, Jeddah. Saudi Arabia

Duration: 1995 to 1997

Duties & Responsibilities:

- Responsible for sales Premium brand of confectionary NABISCO INT'L in the leading supermarket in Jeddah
- Worked with sales and marketing manager to simulate growth in the slow markets.
- Responsible for merchandising international brand NABISCO INT'L.
- Responsible for tracking stock levels in the supermarkets
- Responsible for sampling of products in different trades segments.
- Advised market, supermarkets in arranging shelves, product placement and gondolas to

**Educational Qualification**

- Bachelor in Commerce  
*Karachi University, Karachi, Pakistan*

**Language Skills:**

- English (Reading, Writing & Speaking)
- Urdu (Reading, Writing & Speaking)
- Arabic (Speaking, Writing & Reading)

**Personal Information:**

Name	:	Mohammad Rehan Saleem
Religion	:	Islam (Muslim)
Nationality	:	Pakistani
Civil Status	:	Married
Hobbies	:	Playing Cricket (A very good left arm fast bowler and Useful all-rounder of my club)

**References:**

Will be furnished upon request