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 31st 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.
1. Position: Operation supervisor/Sales supervisor Western Region. Company: SENDDEX – Saudi Bulk Transport LTD. Jeddah, Saudi Arabia. Duration: 01 Jan 2003 to 20 April 2017

Duties & Responsibilities:

Operation Supervisor – (Express Transportation and terminal services)

* + Managed a team of 18 staff including dispatchers, mhe operators, tally clerks and labors.
	+ Ensure safe and efficient running of operations
	+ Ensure regular and timely maintenance of all vehicles and equipment
	+ Plan and schedule to meet all operational kpi - loading and offloading times, departure times and schedules
	+ Kept all staff motivated to deliver maximum potential
	+ Identify performance related issues and take appropriate steps to reduce loss.
	+ Reporting daily, weekly and monthly operations reports
	+ Keep look out on how to maximize efficiency and minimize cost.
	+ Making sure local laws are adhered to.

As 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.
1. 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.
1. 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