

CURRICULUM VITAE

Awad Darwish Sharaf
Contact No.: 0506309982
Dubai - U.A.E



Objective:

seeking for a suitable job where I can practice my experience and have more opportunities in the world of sales and Marketing

Personal Details:

Nationality	Jordanian
Date of Birth	29/06/1985
Sex	Male
Marital status	Single
Visa Status	Federal Foods

Language Known:

English: Excellent and spoken command.
Arabic: Excellent written and spoken command

Character:

Can work with team.
Ability to work for more hours.
Ability to cooperation and work with others.
Clever, Active, Modest, Faithful & honest.

Excellent work:

From 2003 to May 2005 worked as a in door salesman khaled Fouda fruits & vegetable
in OYLO any in Dubai.

From 2005 to 2008 worked as a salesman in Al Rawabi Dairy Milk Company - Dubai.

From 2008 up to date working as sales merchandiser - Ajman & Sharjah

Computer Proficiency:

Excellent computer Word, Excel, Power point & Internet

DUTIES:

- Planning product ranges and preparing sales and stock plans in conjunction with buyers. Liaising with buyers, analysis, stores, suppliers and distributors.
- Maintaining a comprehensive library of appropriate data.
- Forecasting profits and sales, and optimizing the sales volume and profitability of designated product areas.
- Planning budgets and presenting sales forecasts and figures for new ranges.
- Controlling stock levels based on forecasts for the season.
- Using specialist computer software, for example to handle sales statistics, produce sales projections and present spreadsheets and graphs.
- Analyzing every aspect of bestsellers { for example, the bestselling price points, color or styles) and ensuring that best sellers reach their full potential.
- Monitoring slow sellers, and taking action to reduce prices or set promotions as necessary.
- Gathering information on costumers reactions to products.
- Analyzing previous season's sales and reporting on the current seasons lines
- Making financial presentations to senior managers.
- Accompanying buyers on visits to manufacturers to appreciate production processes.
- Meeting with suppliers and managing the distribution of stock, by negotiating cost prices, ordering stock, agreeing timescales and delivery dates, and completing the necessary paperwork.

Educational Qualification:

- High School
- Valid UAE License/ with own car