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Objective

I have proven Sales, Marketing, Procurement and Supply Chain experience with various multinational companies (**Aramco Group of company**). Sales and Marketing Managers are responsible for managing and motivating sales personnel and increasing company profits. Common work activities for Sales and Marketing Managers are recruiting employees, training and coaching sales teams, writing reports for senior managers, assessing sales performance, designing sales and marketing strategies, and overseeing the accounts of the most important clients. I have emphasized in sales expertise, leadership, and self-motivation, supervisory and managerial skills.

OTHER INFORMATION

. Passport	ZP4106203
. Religion:	Islam
. Marital status:	Married
. Nationality:	Pakistani
. Driving License	Gulf countries

(1) PROFESSIONAL EXPERIENCE

Solb Steel company (Part of Aramco Group of company) (SALE Manager and Business Development Manager) Saudi Arabia / Gulf Countries (2014 to 2020)

- Ensuring the company meets the sales targets.
- Handling complaints of the clients.
- Negotiating the deals with the clients.
- Taking feedbacks from the clients.
- Creating marketing campaigns on social media platforms.

(2) PROFESSIONAL EXPERIENCE

Ahmed Mansoor Al Aali Group of Company Manama, Kingdom of Bahrain (Sale and Marketing Manager in Chemical Departments and steels) Saudi Arabia / Bahrain / Qatar / UAE (2020 to 2021)

- Preparing marketing and sales strategies.
 - Conducting extensive research on competitors' products and services.
 - Creating and overseeing marketing campaigns.
 - Preparing budget and time constraints.
 - Maintaining a healthy relationship with the clients.
 - Working in collaboration with the Media department.
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(3) PROFESSIONAL EXPERIENCE

ETI Turkey Group of Company: (2022 to 2023)
SALE and Marketing Manager and Team Leader in Foods Departments)

- Participating in exhibitions and conferences organized by the company.
 - Creating awareness of the products and services offered by the company.
 - Ensuring the company meets the sales targets.
 - Handling complaints of the clients.
 - Negotiating the deals with the clients.
 - Taking feedbacks from the clients.
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(4) PROFESSIONAL EXPERIENCE

BAHRAIN FINANCING COMPANY & BANK KINGDOM OF BAHRAIN
Business Development Manager: (KINGDOM OF BAHRAIN) (2009 to 2012)

- Performing detailed research on the product to be marketed.
 - Preparing all the budget constraints required.
 - Developing product marketing strategies.
 - Making a list of target audiences.
 - Coming up with unique selling points.
 - Building new message sequences for the products.
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(5) PROFESSIONAL EXPERIENCE

Merck Pharmaceuticals (pvt) Ltd Karachi Pakistan
Area Manager (KPK) (2007 to 2008)

- Attend sales meetings, training sessions, conference calls, and symposium circuits.
- Work in collaboration with the sales team to develop strategies.
- Implement brand strategies to make sure a consistent marketing message is conveyed.
- Keep accurate records and documentation for reporting as well as feedback.

13 years Gulf countries experience as Marketing and sales Manager (Aramco Group of company).

ACADEMIC QUALIFICATION
MBA (Master in Business Administration & Marketing)

Other Skills.

- 1 One month special course Accounted for Sarhad Tourism Corporation, Govt. of N.W.F.P.**
- 2 Three years' Experience Computer Software, Internet.**
- 3 One year Experience Technical Education Computer Hard ware.**
- 4 Three months special course Accounted and Business for AMADEUS.**
- 5 Karate Teacher in 1st Jan Bando Karate Demon Station by –Tai Bando Karate Association**