

# AFZAL AHMED

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## Core Competencies:

- Strong interpersonal skills, fostering positive and productive interactions.
- Proven ability in building and maintaining long-term professional relationships.
- Skilled negotiator with a track record of achieving mutually beneficial outcomes.
- Experienced in managing and motivating teams to achieve high performance.
- Effective communicator with clarity in both verbal and written formats.

## Professional Experience

**AREA HEAD | LUMAN INDUSTRIES LIMITED | LUCKNOW, INDIA | DEC 2022 - JAN 2025**

### Company Profile:

Luman Group is a IATF-16949:2016 certified manufacturer of filters, automotive components & lubricants for all major vehicle brands.

### Key Responsibilities

- Manage sales activities of distributors and sub-distributors to drive revenue.
- Identify and recruit new channel partners within the assigned territory.
- Analyze market trends and develop strategies to increase sales volumes.
- Forecast monthly sales and identify new business opportunities.
- Build and maintain strong relationships with channel partners.
- Communicate new product updates and enhancements to partners.
- Oversee workshops, promotions, and other marketing activities.
- Supervise Sales Officers and report to the Regional Sales Manager.

**SENIOR SALES OFFICER | GULF OIL LUBRICANTS INDIA LTD | LUCKNOW, INDIA | OCT 2018 - NOV 2022**

### Company Profile:

Gulf Oil Lubricants India is part of the Hinduja Group, one of India's premier well-diversified multi-billion dollar transnational conglomerates. With over 100,000 employees, it is actively present in more than 100 countries, with direct presence across 38 countries.

### Key Responsibilities

- Build and maintain client relationships through support, guidance, and business development.
- Monitor industry trends to identify opportunities for product and service improvements.
- Prepare reports by analyzing and summarizing key data.
- Coordinate with customers on requirements, payments, shipping documents, and logistics.
- Support team goals by reviewing performance and achieving sales targets.
- Arrange sales visits and plant tours to present products to clients.
- Strategize to meet monthly and annual sales objectives.

**SALES EXECUTIVE | TOYS R US | MUSCAT, OMAN | MAR 2014 – FEB 2017**

**Company Profile:**

Established in the year 1930, today Al-Futtaim is considered a pioneer and employs in excess of 44,000 people, operates through more than 110 companies and represents more than 225 international brands across industries as diverse as retail and wholesale trading, distribution, financial services, real estate development, and leisure and hospitality.

**SALES EXECUTIVE | SPLS LIMITED | NOIDA, INDIA | SEP 2009 – DEC 2013**

**Company Profile:**

SPL'S Ltd. was initiated in the year 1995 with the main objective, of providing world class Storage and Warehousing Solutions and has become the Largest Company in this sector. For this purpose various innovative products have been developed, some of which are first of their kind in the world. In a short span of time, the company grew rapidly in size and is poised for accelerated growth and a bigger role in the expanding market of Storage & Warehousing solutions.

**KEY ACCOUNT EXECUTIVE | CEASEFIRE INDUSTRIES LIMITED | NEW DELHI, INDIA | JUL 2004 – AUG 2009**

**Company Profile:**

Ceasefire, India's most trusted fire safety and Security Company. Many years' experience made ceasefire the leading full service provider of the fire protection branch in India.

**Education**

- Master Of Business Administration - MBA | 2020 | Swami Vivekanand Subharti University Meerut, India
- Bachelor Of Arts | 1999 | Deen Dayal Upadhyay Gorakhpur University, India

**IT Skills**

- MS Office.

**Personal Details**

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|-------------------|---|--|
| Date of Birth     | - | October 01, 1977   |
| Father's Name     | - | Late B. Ahemad   |
| Marital Status    | - | Married  |
| Nationality       | - | Indian   |
| Driving License   | - | <b>Holding Omani Driving License</b> (valid until February 2026) |
| Language Known    | - | English & Hindi  |
| Permanent Address | - | Lucknow, India   |
| Contact Number    | - | +91 9935500551   |
| Visa Status       | - | UAE Visit visa ( <b>valid until 15<sup>th</sup> July 2025</b> )  |