

CURRICULAM VITAE



MOHAMMED AHMED SHAREEF

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Seeking assignments in // Sales // Marketing

BRIEF

OVERVIEW

A dynamic professional experience in Sales & Marketing, Client Relationship Management and Team Management.

Demonstrated abilities in expanding the market, brand building and generating new business and targeting the potential customers. Hands on experience in exploring and developing new markets, accelerating growth & achieving desired sales goals.

Skilled in managing teams to work in sync with the corporate set parameters & motivating them for achieving business and individual goals. An effective communicator with good presentation & negotiation skills.

I have experiences in Qatar, Saudi Arabia (in Crane & Heavy Equipment rental & Selling)

EXPERIENCE:

Sr. Sales Executive
Integrated Logistics Company, Doha, Qatar
February 2018–July 2023

- Having experience in Heavy Equipment Rental of Crawler Cranes, Mobile Cranes, Forklifts, Hydraulic Liners & SPMT Multi Axle Liners, Manlifts, Telehandler, Boom Trucks, Dump Trucks, Excavators, Wheel Loaders, Roller Compactors, Generators, etc.,
- Submission daily, weekly report to DGM Business Development
- Makes frequent opportunity calls and generates new customers.
- Submission Invoices and follow up for the Purchase orders and Payments.

Sr. Sales Executive**Sarens Nass Middle East, Jubail, Saudi Arabia****October 2016 – January 2018**

- ⊙ Rental sales of Cranes to various projects like Oil and Gas Projects, Petro chemical Projects, Water & Power projects, Off shore & On shore Projects etc. by meeting clients in their head offices, Site offices.
- ⊙ Sold equipments on rent to clients on long term basis (yearly, monthly) Dealing with many foreign company and clients from Turkey, Europe, China, Korea, Japan, Egypt, Saudi Arabia etc.

Business Development Executive**Al Reyami Construction Equipment Rental, Doha, Qatar****August 2014 - September 2016**

- Having experience in construction and facilities equipment rental for leasing of Generators, Air Compressors, Welding Units, Tower lights, Jack hammer, Roller Compactor, Skid Loaders, Forklift, Porta Cabins, ablution Cabins, Office & Pantry & Toilet Cabins.
- Makes frequent opportunity calls and generates new customers
- Analyzing and investigating price, demand and competition

Sales Executive**Binsulaim Light/Heavy Equipment Rental, Jubail, Saudi Arabia****April 2011 - June 2014**

- Having experience in Light & Heavy equipment rental of Mobile Cranes, Forklifts, Telescopic Tele handlers, Tower lights, Generators, Air Compressors.
- Familiar with the major projects going on in eastern and western provinces and the growing demand of heavy and light equipment rental and leasing for these projects.
- Scheduled and arranged for new client appointments and calls.

Education:

Bachelor's Degree in Bachelor of Commerce with attested.

Personal Details

Year of Birth	:	1979 / 44 years
Religion	:	Islam/ Muslim
Nationality	:	Indian
Marital Status	:	Married
Visa Status	:	Employment (NOC Available)
Languages	:	English, Arabic , Hindi, Urdu & Telugu.

Driving Licenses : Valid Qatar, Saudi Arabia & India

Date:

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