

SHAHEER ABDUL



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Address: P022550, Al Aszhat, Doha, Qatar
Visa Status : Transferable Visa

Sales and Marketing Specialist – Power Tools

SUMMARY

Extensive experience and excellence in managing purchases, sales, payments, accounts, and customer feedbacks in power tools dealership and marketing. Dealer of AEG German power tools, currently dealer of Kisan Kraft India for all agricultural needs. Consistent in handling the business with immersive pressure and perusing the target. Got selected as one of the top 11 businesspersons India. Achieved a 5-days stay at the Burj Al Arab at Dubai and won 40 grams gold bar as an acknowledgement of customer handling excellence.

EXPERIENCE

2023 – Till date

Sales and Marketing Specialist - Total Tools, Qatar

- Achieved and exceeded sales targets by developing and implementing comprehensive sales strategies.
- Conducted regular inventory checks and implemented inventory management systems to optimize stock levels and reduce wastage.
- Built strong relationships with customers by providing exceptional service, offering product knowledge and addressing their needs and concerns.
- Collaborated with cross-functional teams to develop innovative marketing campaigns to drive brand awareness and increase customer engagement.
- Conducted market research and analyzed customer behavior to identify opportunities for new product development and expansion.
- Actively participated in Sales and Product training sessions to stay updated on industry trends and maintain product expertise.

2010 - 2022

Sales Manager at Safetech, India

- Started as Sales Executive and grew along with business to director of sales.
- Served as the major dealer of all multi branded Power tools such as Hitachi, Bosch, DeWalt, Stanley, Makita etc. Worked closely with Kisan kraft agriculture products for the Govt of Kerala, India.
- Also having service centers and spare parts for all types of pressure washer, air compressor, welding set, chainsaw, and all types of power tools.

2000 - 2010

Sales Executive at Safetronics, Calicut, Kerala, India

- Wholesale dealer of AEG power tools, KPT power tools, Eiben stock and all other spare parts for the last 15 years.
- Ensuring customer satisfaction in purchase and after sales management.
- Performing rational and practical analysis of business needs and make stocks available as per needs.
- Seeking verbal feedback from customers on a regular basis and responding to all the queries in a timely and efficient manner.
- Keeping close watch on business trends and market changes.
- Managing, recording, and resolving customer complaints and suggestions promptly.
- Maintaining staff, vendors, and other support services in a mutually beneficial and respectful manner

EDUCATION

2000

Bachelor's Degree - ECONOMICS

Calicut University, Kerala, India

1997

Pre-degree

St. Joseph's college, Kerala, India

SKILLS

Knowledge of all kinds of spares in power tools and machineries, leadership excellence, customer-centric orientation, problem solving, mentoring, decision making, team building, effective communication, and positive thinking.

ACHIEVEMENTS

Got selected as one of the top 11 businesspersons in India, got a 5-days stay at Burj Al Arab, and received 40 grams gold bar as Kisan Kraft best dealer in South Asia.

**ACTIVITIES &
INTERESTS**

- Football, badminton, social volunteering, etc.
- Served as the captain of college football team.
- Take part in social service in service society Gardening Treasurer of ism Calicut division.

LANGUAGES

Fluent in English, Hindi, and Malayalam (Read, Write, Speak)

Personal Details

Marital Status : Married

Visa status : Transferable Qatar Visa

Nationality : India

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