CURRICULAM VITAE

RAHIL.M (With transferable visa)
MBA Human Resource Management & Marketing
Qatar
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OBJECTIVE

Aim to work for a progressive organization in a growth-oriented position that gives enough scope to sharpen my skill accordingly to the latest demands at the same time to work towards the growth of the organization.

PROFESSIONAL EXPERIENCE

I. Position   : Sales Executive
Period   : October 2021 - Present
Organization : Suraksha L.L.C
Location   : Qatar

❖ Products Handled:
Software Solutions: (Autodesk, Adobe, Microsoft, Prokon, Vray Render, Key Shot, Beyond CAD, Software Security).
Hardware Solutions:(Work Stations, Laptops, Desktops, Printers, Firewalls, Network Devices, Cisco Switches, Server, Digital walls, Scanner).

❖ Duties and Responsibilities

➢ Identify new opportunities in order to generate solid sales revenues.

➢ Awareness of latest technologies.

➢ Familiarity with BIM Consulting (Building Information Modelling).

➢ Actively participate revenue generation by creating new businesses with existing and new clients.
➢ Expertise in associated enterprise tooling (Anti-virus and Software Management).
➢ Familiarity with Microsoft Azure and Azure Active Directory.
➢ Fundamental to intermediate knowledge of penetration test.
➢ Understanding of endpoint devices protection concepts, including Anti-virus and host-based firewalls.
➢ Intermediate and advanced operating system platform knowledge of Windows, Mac, and Linux operating system.
➢ Fundamental knowledge of cloud technologies.
➢ Understanding of desktop and application virtualization.
➢ Intermediate to Advanced understanding with Active Directory.
➢ Following the existing customer to get their feedback.

II. Position   : Sales Representative
       Period   : February 2017 - February 2020
       Organization : Hybrix Trading L.L.C
       Location   : Dubai

❖ <u>Duties and Responsibilities</u>
➢ Handles incoming calls and inquiries from prospective customer or clients.
➢ Greet every customer with smiles and inquire about store experience.
➢ Assists customer effectively by solving customer disputes.
➢ Provides customer additional information or explain services.
➢ Achieve monthly sales and profit plan by identifying opportunities, strategies and tactics, and by influencing key stakeholders within their distributors.
➢ Discusses product offered and ensures customer satisfaction.
➢ Answer questions about merchandise and maintain current knowledge of all promotion.
➢ Answered customer's questions regarding products prices and availability.
➢ Emphasize products features based on analysis of customer's needs.
➢ Creates and maintains services reports.

EDUCATIONAL BACKGROUND

Qualification	Specialization	Institution	University	Year of Passing
MBA	Human Resource & Marketing	Measi Institute of Management	Madras University	2013
BSC	Computer Science	Mohamed Sathak College of Arts & Science	Madras University	2011

KEY SKILLS AND COMPETENCIES
➢ Can create a New Sales Opportunities within the limited time frame
➢ Ability to evaluate the requirements and identify the key deliverables.
➢ Ability to presents, discusses, and proposes at a senior level.
➢ Ability to understand the requirement and convince the customer.
➢ Ability to work with minimal supervision.
➢ Excellent communication skills both oral and written.
➢ Proficient in the use of mainstream software (word, excel, power point).

PERSONAL ASSESSMENT
STRENGTHS:
➢ Active and Hardworking.
➢ Self-motivated.
➢ Better understanding in new things.
➢ Enthusiastic behavior.
➢ Team building.
➢ Problem solver.

HOBBIES
➢ Watching Movies and Sports.
➢ Reading Books.

PERSONAL DETAILS

- Nationality : Indian
- Date of Birth : 10/12/1989
- Marital Status : Married
- Driving License : Qatar
- Linguistic Ability : English, Hindi, Malayalam, Tamil
- Passport Number : U5018851
- Expiry Date : 11/5/2030

DECLARATION

I hereby declare that the information and facts stated above are true and correct to the best of my knowledge.

DATE: Yours truthfully

(RAHIL.M)