

SHAHEER ABDUL

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Transferable Qatar Visa
Qatar Driving License



Sales & Marketing Specialist – Power Tools

SUMMARY

Extensive experience and excellence in managing purchases, sales, payments, accounts, and customer feedback in **power tools** dealership and marketing. Experienced dealer of AEG German power tools, Dewalt, Bosch, Makita, Stanley, Metabo, Stihl, Hitachi etc. Consistent in handling the business with immense 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 as an acknowledgement of customer handling excellence.

EXPERIENCE

2022 – till date

Sales & Marketing Manager at AJazeera Tools Trading, Qatar

- Dealer of Bosch, Dewalt, Metabo, Makita, Stanley, Tolsen, Clarke.
- Agricultural machine – STIHL USA, Kisankraft India.
- Generators and Engines – Honda, Robin, AstraKorea, Covax
- Safety Item – Honeywell, Henry Black, 3M
- Develop business opportunities with more than 100 client list and engage in marketing activities for generating revenue.
- Organize and participate in events to promote the products and generate market interest.
- 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.

	2000 - 2022	Sales Head at Safetech, Calicut, Kerala, India <ul style="list-style-type: none"> Started as Sales Executive and grew along with business to Sales Head. Served as the major dealer of Kisan kraft agriculture products, all multi branded Power tools such as Hitachi, Bosch, DeWalt, etc. Also having service centers and spare parts for all types of pressure washer, air compressor, welding set, chainsaw, and all types of power tools.
EDUCATION	2000	Bachelor's Degree – ECONOMICS Calicut University, Kerala, India
	1997	Pre-degree Malabar Christian College, Calicut, 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	<ul style="list-style-type: none"> Football, badminton, social volunteering, etc. Served as the captain of football team of Rotary Club Calicut. Take part in social service in service society Gardening Treasurer of ism Calicut division. 	
LANGUAGES	Fluent in English, Hindi, and Malayalam (Read, Write, Speak)	