

SHAHEER ABDUL

Email: ashaheershukoor@gmail.com

Phone: +974 7016 4189 (Qatar)

Transferable Qatar Visa
Qatar Driving License



Procurement Officer – 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.

EXPERIENCE

2022 – till date

- Building relationship with vendors and suppliers for various requirements of Power Tools, Hand Tools, Welding equipments, Water pumps, agriculture machinery, building materials, Paints, Safety equipments, GI MI SS pipes, Kitchen equipment
- Experienced in brands like Bosch, Dewalt, Makita, Metabo, Stanley, Hitachi, Tolsen, Clark, Total tools, Stihl, Pedrola Water pumps, Esab & Lion Welding tools, Honda Power products and created comprehensive business strategy for different sectors of the construction industry.
- Management of inventory of various products, stock keeping, ensuring delivery to project sites in a timely manner.
- Negotiating the best prices with different suppliers to match customer requests and win projects.
- Work closely with the Sales and field team to ensure customers get the best pricing and brands for their needs.
- Market research to understand products required in Qatar market and build product knowledge for new products which can be of good business potential for the company.

		<ul style="list-style-type: none"> Ability to identify the correct requirements for customer needs faster due to extensive experience and product knowledge, thereby able to source the required products from various channels in a timely manner. Consulted with various suppliers from Qatar, UAE, China
	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)