

Hussain Thappithoniyeri  
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□: [htthapi05@gmail.com](mailto:htthapi05@gmail.com)

### Curriculum Vitae

Personal Details					
1. Passport Details	V8538991				
2. Family and marital status	Married				
3. Nationality & Date of	Indian (20 /05/1967)				
4. Languages	English, Arabic, Hindi, Tamil and Malayalam				
5. Summary of qualifications, skills and values	<p><u>Qualifications: -</u></p> <ol style="list-style-type: none"> <li>Secondary School Leaving Certificate (S.S.L.C) <ul style="list-style-type: none"> <li>Oruebtal Higher Secondary School.Tirurangadi</li> <li>Kerala State S S L C Board</li> </ul> </li> <li>Batchilor Degree University – BA <ul style="list-style-type: none"> <li>Calicut University</li> </ul> </li> <li>Basic Electric and Electronics Engineering <ul style="list-style-type: none"> <li>Banglore</li> </ul> </li> </ol> <p><u>Office Skills: -</u></p> <p>Office Management, Procurement, Calendaring, Public relation work, Logistic coordination, Database Administration, General Admn Support, Travel Coordination and Ms Office.</p>				
6. Summary of expertise and experience	<p>A highly competent, motivated and enthusiastic Sales and Marketing with experience of working as part of a team in a busy office environment. Well organized and proactive in providing timely, efficient and accurate Leading Quality and support to office managers and work colleagues. Approachable, well presented and able to establish good working relationships with a range of different people. Possessing a proven ability to generate innovative ideas and solutions to problems.</p> <p>I would also welcome the chance to apply some of the skills I've learned in my communications studies to help with preparing. My resume is attached and I look forward to being able to discuss the position with you further.</p> <p>Currently looking for a suitable position with a reputable and ambitious company.</p>				
Experience History					
<p><u>Experience: 2021 to Until</u></p> <table> <tr> <td><b>Golden Thread Uniforms (Doha – Qatar)</b></td><td><b>Saless and Marketing Manager</b></td></tr> <tr> <td colspan="2"> <ul style="list-style-type: none"> <li>Achieve growth and hit sales targets by successfully managing the sales team</li> <li>Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence</li> <li>Own recruiting, objectives setting, coaching and performance monitoring of sales representatives</li> <li>Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs</li> <li>Present sales, revenue and expenses reports and realistic forecasts to the management team</li> <li>Identify emerging markets and market shifts while being fully aware of new products and competition status.</li> </ul> </td></tr> </table>		<b>Golden Thread Uniforms (Doha – Qatar)</b>	<b>Saless and Marketing Manager</b>	<ul style="list-style-type: none"> <li>Achieve growth and hit sales targets by successfully managing the sales team</li> <li>Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence</li> <li>Own recruiting, objectives setting, coaching and performance monitoring of sales representatives</li> <li>Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs</li> <li>Present sales, revenue and expenses reports and realistic forecasts to the management team</li> <li>Identify emerging markets and market shifts while being fully aware of new products and competition status.</li> </ul>	
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**Electricals Showroom (Malappuram – Kerala India) 2004 to 2007****Own Business**

- Studying the features of all products on offer.
- Arranging stock in a manner that is both visually appealing and allows ease of movement.
- Ensuring that test models are set up and in outstanding condition.
- Training staff in effective sales and communication strategies.

**Bright Tools & Equipment's (Dubai – UAE) 1998 to 2004****Salesman Manager**

- To prepare and deliver presentations explaining products and services to existing and prospective clients.
- To establish new, and maintain, existing relationships with customers, to seek out new opportunities and help produce and submit all relevant information including proposals, quotations, and solutions to customer enquiries.
- To build, maintain, and administer an extensive and strong client base.
- To provide pre and post-sales support from initial enquiry to final commissioning and maintenance.
- Take commercial action to help steer the strategic direction of the business to maximize growth.
- Customer facing role, where high customer engagement is essential.
- To work alongside Managing Director in order to generate sales, for a portfolio of accounts and reach Company set sales target.
- Produce pipeline reports for the senior management team.
- Ensure all leads/enquiries are passed to Operations/Procurement Team in a timely manner.
- Update and maintain CRM system ensuring customer feedback on completion of project/task.
- Regular travel out-with regular place of work, both locally and internationally, as required.
- Suggesting improvements and simplified methods of working, procedures, and systems through continuous improvement activities.

**Emirates Computer (Dubai – UAE) 1990 to 1998****Salesman Showroom**

- Greeting and directing customers
- Providing accurate information (e.g. product features, pricing and after-sales services)
- Answering customers' questions about specific products/services
- Conduct market research to identify selling possibilities and evaluate customer needs
- Maintain and develop good relationship with customers through personal contact or meetings or via telephone etc.
- Must act as a bridge between the company and its current market
- Actively seek new sales opportunities through cold calling, networking and social media ➤ Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products/ services
- Provide customers with quotations
- Create frequent reviews and reports with sales and financial data
- Negotiate/close deals and handle complaints or objections
- Collaborate with team to achieve better results
- Maintains quality service by establishing and enforcing organization standards
- Identify new markets and business opportunities.

Driving: Qatar Light Driving License (More than 17 Year Driving Experience in Qatar)

Visa: Residence Visa (26735617035), Visa Transferable

**Hussain Thappithoniyeri : +974 70356783**

