

Shaik Ahmed  
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## SUMMARY:

10 years of experience as a sales representative. goal oriented sales dedicated to high level of customer Satification and meeting aggressive business goals personal able and motivated with specialized knowledge in sales customers services

## CAREER HIGHLIGHTS

Jan 2019 till date (Doha Qatar) (5 years)

Organization : QFBMS (Supply of Fasteners NUT, BOLT, WASHER, & THREAD ROAD)

Department : Sales

Designation : Sales & Marketing Representative.

### Job Responsibilities:

- **Promote the company brand to key buyers, like steel fabrication, aluminum, glass company, Construction, Contracting, MEP and Company ensuring their knowledge is current and appropriate.**
- *Generating new business both in face-to-face meetings and over the phone*
- *Replying to all customer enquiries in a timely and accurate manner*
- *Provided customers with competitive Quotation*
- *Maintaining relationships with existing customers through regular visits*
- *Completing all documentation as per delivery LIKE (MTC, COO)*
- *Sending company profile through the mail and reposing mail for inquires.*

Aug 2016 to Sep 2018 (Doha Qatar)

Organization : HEXA TECH International. (Weighbridge Sales, Calibration and Maintenance)

Department : Sales and Marketing.

Designation : Sales Engineer.

March 2011 to Jan 2016 (SAUDI ARABIA)

Organization : Global Scales System Est. (Weighbridge Sales, Calibration and Maintenance)

Department : Sales and Marketing.

Designation : Sales Executive

### Job Responsibilities:

- **Promote the company brand to key buyers, like Ready Mix Plant, Scrap Co, Cement Co, Foods Co, Construction Company ensuring their knowledge is current and appropriate.**
- **Successfully managed the installation and commissioning of Truck Scales, Tank Weighing systems, Platform scales, Lab Balances, Moisture Analysers and Filling and batching systems.**
- **Branded Load cell Like ( Dini Argeo,precia molen ,Rice lake, Avery Berkel, Siemens, Mettlor Toledo Sartorius)**

- Managed maintenance and calibration of **industrial weighing systems** like **Hopper weighing, Tank weighing, Weighbridges etc.**
- *Making sure products and services are supplies to customers on time.*
- *Provided customers with competitive Quotation.*
- *Maintaining relationships with existing customers through regular visits*
- *Weighbridge Sales and service with AMC Maintenance Contract.*

#### . ACADEMIC CREDENTIALS

- *Bachelor of Commerce (B. Com)*
- *Diploma in instrumentation.*

#### PERSONAL DETAILS

- **VISA STATUS** : **RESIDENCE VISA (TRANSFERABLE)**
- **DRIVING LICENCE** : **QATAR & SAUDI ARABIA.**
- **LANGUAGE SKILL** : **ARABIC, ENGLISH, HINDI, TELUGU & TAMIL**