

THANSEEH THALHATH

S A L E S E X E C U I T I V E



CONTACT

 +974 - 55753560

 pthanseeh@gmail.com

 AL HILAL DOHA, QATAR

PROFILE

I am a friendly, motivated and confident Sales Executive with 3+ years of experience in Qatar. with the ability to excel in sales targets and make a real difference in revenue generation for the organization. I have expert knowledge of the selling process and am fully aware of the human and emotional aspects of buying and selling. I possess strong social skills which enable me to build strong rapport with clients, colleagues and third party stakeholders.

SKILLS

- Excellent Communication Skills
- Ability to work under pressure
- Decision Making
- Conflict Resolution
- Creativity and Team Work
- Customer service
- Meeting sales goals
- Closing skills
- Territory management
- Negotiation
- Self-confidence
- Product knowledge
- Presentation skills
- Client relationships
- Motivation for sales
- Problem Solving
- Time Management
- Computer Proficiency

EXPERIENCE

SALES EXECUTIVE

ASIA ELECTRO MECHANICAL COMPANY - QATAR

2021 - 2023

- Monitoring the market situations, ups and down, finding out the competitors, latest innovation of products.
- Complete understanding of the product and finding out how to market the products for different segments.
- Collect payments from the customers with in the credit period.
- Mainly focused on Hypermarkets and Mini Marts
- Work with customers to find what they want, create solutions and ensure a smooth sales process
- Maintaining positive business relationships to ensure future sales

SALES EXECUTIVE

MOONLIGHT TRADING (ELECTRICAL ITEM WHOLE SALE)

2020 - 2021

- Market and sell products in various projects and trading companies.
- Collect payments from the customers with in the credit period.
- Create and submit sales reports to marketing supervisor in a timely manner.
- Finding new customers and thereby improve the sales and revenue.
- Take the sales order & hand over to the delivery department.

IT SKILLS

- Microsoft Office
- Customized Accounting Software
- Web Site Developing
- Expert Typing Skills
- Email Management

SALES EXECUTIVE

SPARCO INTERNATIONAL

2019 - 2020

- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.
- Serves customers by selling products and meeting customer needs.

PERSONAL

- Date of Birth : 24/01/1997
- Nationality : Indian
- Religion : Muslim
- Passport No : M 3967926
- Visa Status : RESIDENCE ID
- Driving License : VALID QATAR

EDUCATION

BACHELOR OF COMMERCE | 2019

Rabindranath Tagore University

DIPLOMA IN CORPORATE ACCOUNTS & TAXATION | 2020

Pass corporate Training Ernakulam, Kerala

HIGHER SECONDARY | 2016

Ideal Indian School Doha Qatar

LANGUAGE

ENGLISH

Full Professional Proficiency

ARABIC

Professional Working Proficiency

HINDI

Professional Working Proficiency

MALAYALAM

Native Proficiency

TRAININGS OBTAINED

SAP (FICO/R3&BUSINESS)

Pass Corporate Training - 8Months

TALLY GST ERP 9

Pass Corporate Training - 8Months

PEACH TREE & QUICK BOOKS

Pass Corporate Training - 8Months

DECLARATION

I HEREBY CERTIFY THAT THE ABOVE MENTIONED INFORMATION ARE TRUE AND CORRECT BEST OF MY KNOWLEDGE AND BELIEF.

QATAR

THANSEEH THALHATH