

# THANSEEH THALHATH

S A L E S   E X E C U I T I V E



## CONTACT

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 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