

THANZEER O M

Doha, Qatar

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**Career Objective**

Strong experience in managing daily sales and business development processes and performed a significant role in planning that resulted in increased corporate revenue for a multiple territory. Responsibilities included market research, initiating and developing sales strategies for A class market and understanding and forecasting the product demand.

2+ years of extensive experience in retails market and target oriented sales in Qatar.

In the current capacity, I am responsible to cover complete A class market to ensure the positive business trends and maintain better client relationship for the smooth operations. Also Provide the best service and play crucial role of balancing the organization and the client with positive energy and growth.

Work Experience

Company : Family food center

Division : Variety trading and Family Marketing (From Nov 2020 to till now)

Job Title : Brand Representative

Location : Doha, Qatar

- Responsible for handling A & B class market
- Develop a strong relationship with the buyer.
- Preparing sales target on location wise to achieve monthly and quarterly target efficiently.
- Making customer trust on the company product and ensuring timeline services.
- Maintained active relationship with current customer base and successfully grew existing accounts through up-sell opportunities.
- Improved significant customer relationships by serving as a single point contact for all needs.
- Organize field visits on a daily basis and follow up with stores in the assigned area to ensure availability of products.
- Ensure on shelf availability of all products based on core distribution by communicating with the merchandiser and following up with store visits.
- Ensure collection and financial reconciliation made in line with company set payment terms.

Other Experience

Company : Treat restaurant

Duration : 2011 to 2014

Job title : Manager

Location : India, Kerala

Company : Protean kitchen restaurant and catering service

Duration : 2014 to 2018

Job title : Manager

Location : India, Kerala

- Good relationship with the client for their needs.
- Manage the food and beverage for functions and events.
- Plan menus in consultation with client and chef.
- Organize, lead and motivate the catering team.

Technical Skills

- Proficient knowledge about safety management system.
- Workshop skills such as the use of lathe, drill, milling machine and welding equipment.

Other Skills

- Excellent communication and public speaking skills.
- Good command over basic computer operation.
- Understanding in work in any testing circumstances.
- Good knowledge in Mechanical field.

Related Experience

- One year Experience in Mechanical Fitter.
- Maintained the mechanical, electrical, instrumentation and control equipment
- One year Experience in Auto Cad 2D

Certifications and Affiliations

- **Elementary First Aid**, SCMS Maritime Training Institute, 2014
- **Personal Survival Techniques**, SCMS Maritime Training Institute, 2014
- **Certificate of Proficiency in Personal Safety and Social Responsibilities**, SCMS Maritime Training Institute, 2014
- **Fire Prevention and Fire Fighting**, Mumbai Maritime Training Institute, 2014.
- **Diploma in Marine Mechanical Fitter**, College of Marine Technology, 2011
- **Continuous Discharge Certificate (CDC)**, 2015
- **Auto Cad 2009**

Education

- **Senior Secondary School 2009.**
- **Secondary School Leaving Certificate (SSLC), 2007.**

My Strength

- Believe in God.
- Positive in God.

Personal Profile

Father's Name : MOHAMED O S
Date of birth : 06-05-1989
Nationality : Indian
Passport Number : W1426505
Date of Expiry : 19.07.2032
Marital Status : Married
Religion : Muslim
Sex : Male
Other Interests : Reading, Social Network
Visa Status : Transferable

Holding Valid Qatar Driving License -28935650681

Validity : 22-08-2025

Holding Valid Indian Heavy Driving License – KL47 20070003289

Validity : 24-08-2027

Languages Known

- English Read, Write and Speak (Advance)
- Hindi Read, Write and Speak
- Tamil Speak
- Malayalam Read, Write and Speak (Mother Tongue)

Declaration

I hereby declare that the information and facts stated above are true to the best of my knowledge and belief.

Place :

Date :

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