



# HASAN NISAMI

## KEY ACCOUNT SALES EXECUTIVE

### PROFESSIONAL SUMMARY

Highly motivated Sales Executive with extensive customer service and sales experience. Outgoing sales professional with track record of driving increased sales, improving buying experience, and elevating company profile with target market. Diligent about keeping merchandise presentable to maximize business revenue. Effectively demonstrate products, overcome objections, and close sales. Persuasive in negotiating contracts and diplomatic in communicating with customer to build long term, productive relationships.

### CONTACT DETAILS

-  AL SADD
-  + 974 30424632
-  hasanqatar00@gmail.com

### PERSONAL INFORMATION

- Full Name: Hasan Nisami
- Date Of Birth: 1993.12.15
- Status: Single
- Nationality: Sri Lankan
- Gender: Male
- Passport Number: N6030998
- Visa Status: Transferable Visa along with QID
- Driving License: Qatar (Valid Light vehicle )

### EMPLOYMENT SUMMARY

#### Bradma Qatar Food

Nov 2022 to Till Present – **Key Account sales Executive.**

#### Vision Food Trading (01 YEAR & 8 MONTH)

Feb 2021 to October 2022– **Key Account Sales Executive.**

#### Bonito Trading. (02 YEARS)

January 2019 to January 2021 –**Key Account Sales Executive.**

#### AL MEERA HYATT PLAZA (02 YEARS)

January 2014 to May 2016 – **Salesman**

### QUALIFICATIONS

- **BACHELOR OF SCIENCE IN INFORMATION TECHNOLOGY.**
- COMPLETED MICROSOFT OFFICE**
- COMPLETED SPOKEN ENGLISH**

#### SECONDARY EDUCATION | SRI LANKA

- (GCE) Advance Level
- (GCE) Ordinary Level

### RESPONSIBILITIES AND KEY ACHIEVEMENTS

#### BRADMA QATAR FOOD (QATAR)

**Key Account Sales Executive / Nov 2022 till present.**

- Responsible for Modern Trade outlet in entire Qatar.
- Daily Market visit as per journey schedule/plan.
- Collection of LPO's from store & follow the with Stock Keeping Unit (SKU) availability in stock.
- Providing promotion on specific/particular SKU to generate more business.
- Keeps inline of trends and innovates sales technique in an effort to maintain a competitive edge.
- Maintain accurate and organized documentation on all clients and prospects.
- Keeping in contact with existing customers in person and by phone
- Making appointments with and meeting new customers
- Agreeing sales, prices, contracts, and payments
- Meeting sales targets
- Promoting new products and any special deals
- Advising customers about delivery schedules and after-sales service
- Recording orders and sending details to the sales office
- Giving feedback on sales trends

## SKILLS

- *Confidence*
- Able to cope with pressure.
- Communication skills
- Interpersonal skills
- Leadership skills
- Strong numerical analytical skills
- *IT skills*
- Decision making skills.
- Organizational skills
- Commercial awareness

## KNOWN LANGUAGE

- *English*
- *Hindi*
- *Malayalam*
- *Tamil*

## REFERENCES

AVAILABLE ON REQUEST

### VISION FOOD TRADING

**Key Account Sales Executive / FEB 2021 – October 2022**

- Daily Market visit as per journey schedule/plan
- Keeping in contact with existing customers in person and by phone
- Making appointments with and meeting new customers
- Agreeing sales, prices, contracts, and payments
- Meeting sales targets
- Promoting new products and any special deals
- Advising customers about delivery schedules and after-sales service
- Recording orders and sending details to the sales office
- Giving feedback on sales trends

### BONITO TRADING.

**Key Account Sales Executive / JAN 2019 – JAN 2021**

- Responsible for Modern Trade outlet in entire Qatar.
- Daily Market visit as per journey schedule/plan.
- Collection of LPO's from store & follow the with Stock Keeping Unit (SKU) availability in stock.
- Providing promotion on specific/particular SKU to generate more business.
- Keeps inline of trends and innovates sales technique in an effort to maintain a competitive edge.
- Maintain accurate and organized documentation on all clients and prospects.
- Planning, developing, and maintaining merchandiser.

### AL MEERA HYATT PLAZA

**Salesman / JAN 2014 – MAY 2016**

- Greet and direct customers.
- Provide accurate information (e.g. product features, pricing and after- sales services)
- Answer customers' questions about specific products/services
- Conduct price and feature comparisons to facilitate purchasing.
- Cross-sell products
- Ensure racks are fully stocked.
- Manage returns of merchandise
- Coordinate with the Retail Sales Representatives team to provide excellent customer service.
- (Especially during peak times)
- Inform customers about discounts and special offers.
- Provide customer feedback to the Store Manager
- Stay up to date with new products/ services.