




Mohamed Nifras

Zainulabdeen

+974 - 77318501 

HND in Business Administration

Fareej Al Nasr, Doha, Qatar. 

VISA STATUS - VALID QID WITH NOC
QATARI DRIVING LICENCE - YES

nifrastech@gmail.com 

Profile

A well-qualified person having more than twelve years' experience in handling Sales & Marketing administrative assignments with proven ability in enhancing operational efficiency, maximizing operating funds and affect team productivity.

Experience

Merchandiser **TechnoBlue, Samsung (Jan 2023 - to Date)**
Carrefour. Doha, Qatar.

- Strategized to develop contingency business plans
- Analyze all business objectives and ensure achievement of all product mix for all relationships with customers
- Administer all work and ensure compliance to all guidelines.

Regional Manager **Softlogic Life Insurance (Oct 2022 - Jan 2023)**
Batticaloa, Sri Lanka. **Sales & Administration**

- Develop marketing strategies to dive sales growth in the assign area.
- Develop & manage an efficient distribution network to improve sales.
- Manage the sales team for sales growth and revenue enhancement.
- Conduct market research to understand competitors & market trends.
- Provide innovative ideas, suggestions to improve the market presence.
- Coordinate with regional sales manager to enhance sales performance.
- Maintain relationship with exciting customers for repeat business.

Branch Manager **Allianz Insurance Ltd. (June 2020 - Oct 2022)**
Batticaloa, Sri Lanka. **Sales & Administration**

- Monitoring daily operations, including cashier and sales managers' activities, to ensure adherence to company policies and procedures.
- Providing customer service by answering questions about products or services, processing transactions, and resolving complaints.
- Communicating with customers and other stakeholders about new products and services offered by the insurance company.
- Reviewing financial statements, collections and sales reports to identify trends or issues in order to make business decisions.
- Performing clerical tasks such as updating account records, processing payments, and inputting data into computer systems.

Area Sales Manager **Ultra Roofing Lanka (P) Ltd. (Feb 2017 - Jun 2020)**
Batticaloa, Sri Lanka.

Sales Representative **Kevilton Electrical Products. (Dec 2012 - Feb 2017)**
Kalmunai, Sri Lanka.

Customer Service **QBG Facility Management (Dec 2011- Nov 2012)**
Dubai, United Arab Emirates.

Career Objective

To work an organization where I can use my experience and skills in administration of facilities for the benefit of the organization whilst improve my knowledge and experience. Bringing strong procurement, negotiation and inter personal skills.

Education

GCE Advanced Level
Subject - Commerce
Central College (2009 - 2011)
Kattankudy, Sri Lanka.

GCE Ordinary Level
Central College (2008)
Kattankudy, Sri Lanka.

Additional Skills

- Account management
- Strategic and social selling
- Proficient in using CRM software
- Communication

Professional Certification

Higher National Diploma - Business Administration (2019)
the acaddamy, Colombo. Sri Lanka.

Diploma - Professional English (2017)
SETI Institute, Colombo. Sri Lanka.

Diploma - MS - Office Automation (2008)
CIMS Campus, Colombo. Sri Lanka.

Diploma - Hardware Eng. & Graphic Designing (2011)
CIMS Campus, Colombo. Sri Lanka.

Certificate - AutoCAD 2D & 3D with MEP (2012)
the acaddamy, Colombo. Sri Lanka.

Others'

- IELTS - 5.0 (REFFERD)
- Attended Managerial Trainings

Strengths

- Good Manner.
- Organizational capacity.
- Business development.
- Ability to motivate staff and maintain good relations
- Resistance to stress.

Personal Information

Sur Name	ZAINULABDEEN
Mid Name	MOHAMMED
Last Name	NIFRAS
Date of Birth	20 - AUGUST - 1992
Age	32 YEARS
Passport Number	N8892819
Gender	MALE
Nationality	SRI LANKAN
Religion	ISLAM
Civil Status	MARRIED
Driving License - Qatar	YES (LIGHT VEHICLE) QATAR
Address	VILLA - 10, MOOSA BIN UNUS STREET, AL NASR DOHA, QATAR
Whats - App Number	+974 - 77318501
E - Mail	NIFRASTECH@GMAIL.COM

I would be pleased to give you any further information if you require and I declare that the above particulars that I have given to you are the true and correct to best of my Knowledge.

Excellent Skills

- MS Office Package
- Data Management
- Problem Solving
- Leadership
- Time Keeping

Additional Skills

- Brand Analysis
- Brand Management
- Driving Profitability
- Waste Reduction
- Event Management
- Negotiating
- Identifying Opportunities
- Effective Marketing

Languages

- | | |
|-------------|---------------------|
| • English | : Fluent |
| • Malayalam | : Beginner |
| • Arabic | : Read & Write Only |
| • Tamil | : Native |
| • Sinhala | : Fair |

