

MOHAMED SHIYAM

SALES EXECUTIVE

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- Aziziyah, Qatar



PERSONAL INFO

- QID : 29414405086
- Driving License : valid Qatar license
- Date of Birth : 30.03.1994
- Nationality : Sri Lankan
- Gender : Male
- Civil status : Married
- Passport No : N10649589

KEY SKILLS

- Time Management
- Problem solving
- Research and analysis
- Supplier relationship management
- Customer relationship

LANGUAGES

- English
- Hindi
- Arabic
- Tamil
- Malayalam
- Sinhala

PROFILE

Result - driven sales executive with 10 years of experience in driving revenue growth and market expansion in competitive industries. Proven track record of exceeding sales targets, building strong client relationships and leading high-performing sales teams. Expertise in strategic planning, market analysis and negotiation to close deals with top-tier clients. Strong communicator with a passion for cultivating long-term partnership and delivering exceptional customer experience

EXPERIENCE

SENIOR SALES EXECUTIVE

Sunshine Contracting and Trading WLL

Dec 2022 - Present

- Develop and implement strategic sales plans to achieve company revenue targets and market share objectives
- Lead and mentor a team of sales professional, providing guidance and support to ensure high performance and goal attainment
- Identify and pursuer new business opportunities through market research, networking and strategic partnerships
- Build and maintain strong relationships with key clients, understanding their needs and delivering tailored solutions to drive customer satisfaction and loyalty
- Conduct sales presentations and product demonstrations to prospective clients, effectively communicating the value proposition and benefits
- Negotiate contracts and close deals with high-value clients, ensuring favorable terms and conditions for both parties
- Monitor market trends, competitor activities and customer feedback to refine sales strategies and identify areas for improvement
- Attend industry events, conferences and trade shows to build networks and promote the company

DIVISION HEAD - TOOLS (Steel, Aluminum, Wood & glass)

SIMCO Industrial Machinery, Qatar (freud,CMT,EMMEGI &

Jan 2017 - Dec 2022

- Responsible for assigned sales targets (monthly, quarterly and annually)
- Goals set for centers month on month, maintaining relationship with target customers, customer service, ensuring high rate of return on investment, sales support and sales.
- Operating internet, updating all records and documents (Hard copy as well as soft copy), purchasing and maintaining stocks, data entry, updating accounts, compiling MIS reports, networking with different stake holders and organization
- Getting order through buying house and export house
- Proper execution of order and dispatch it on time
- Follow up for payment
- Develop new sample for client
- Maintain good relation with client
- Making orders and following the suppliers till deliver the materials

SALES EXECUTIVE - TOOLS (Steel, Aluminum, Wood & glass)

SIMCO Industrial Machinery, Qatar

Dec 2015 - Dec 2017

- Researching and identifying potential customers, markets and business opportunities
- Generating leads through various channels like networking, cold calling and online research
- Building and maintaining strong, long-term relationship with customers to encourage repeat business
- Preparing and delivering sales presentation and product demonstration to potential clients
- Negotiating terms and conditions with clients to close sales deals effectively
- Meeting or exceeding sales targets and KPIs set by the company
- Preparing regular sales reports and documenting sales activities in the company's CRM system
- Payment follow up

ADMIN CUM SECRETORY

SIMCO Industrial Machinery, Qatar

Aug 2014 - Dec 2015

- Manage office supplies, equipment and maintenance
- Manage petty cash, process invoices and assist with budgeting and financial reporting
- Handle incoming and outgoing communications, including phone calls, emails and correspondents

EDUCATION

- **Diploma in Logistics and Supply Chain Management (Level 5)**
Metropolitan College, Sri Lanka
- **Diploma in Airline Ticketing and Operations**
International Airline Ticketing Academy, Sri Lanka
- **Diploma in Computer Science**
ACCIS, Sri Lanka
- **Successfully Completed GCE Advanced Level in Commerce**

IT SKILLS

- **Windows and Office Tools**
 - MS Word, MS Excel, Outlook
 - Operating systems (Windows 2000, xp, windows 7, windows11)
- **Focus**

ABILITIES AND POSSITIVES

- Attentive listener and excellent communicator who effectively conveys information verbally and in writing.
- Productive worker with solid work ethic who exerts optimal effort in successfully completing tasks.
- Ability to work on own initiative and have confidence and composure under pressure.
- Strong vision and quality of activities in performing duties and responsibilities.
- Analytical and problem-solving skills.