

BINU JACOB M

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Transferable Work Visa with NOC and Valid Qatar Driving License



*Highly motivated and experienced senior sales executive with over **18 years** proven history of business Development in sales, service, marketing and trading industry.*

PROFESSIONAL EXPERIENCE

RoyalMont Hospitality

Senior Sales Executive: June 2021 – Present

- Cultivating solid relationships with major customers to ensure a continuous flow of sales revenue.
- Supervising the tasks of all the Sales executives in the team.
- Handling problems and issues as and when they arise.
- Recommending sales improvement strategies and giving advice to the sales team.
- Conducting in-depth research on competitors' products, pricing, and market success to gain insight into customer preferences and interests.
- Ensuring that all sales administration and customer service activities run smoothly.
- Setting up meetings with potential clients and listening to their wishes and concerns
- Ensure the availability of stock for sales and demonstrations.

Ajman Trading Company W.L.L.

PO Box: 24165, Doha, Qatar

Leading hospitality supplies

Senior Sales Executive: October 2009 – March 2021 (11 +Years)

- Identifies marketing opportunities by identifying consumer requirements; defining market, competitor's share and competitor's strengths and weaknesses.
- Planning and executing solutions for the sales team to deliver to customers
- Maintaining relationships with clients by providing information, support and guidance
- Identifying business opportunities with current and prospective customers.
- Analytical skills to understand the challenges and problems that customers face so they can identify opportunities for a sale.
- Excellent communication skills to deal with customers and prospects at different levels.
- Provides information by collecting, analyzing, and summarizing data and trends.
- Negotiating skills to secure sales that represent profitable business to the company.
- Accomplishes marketing and organization mission by completing related results as needed.
- Protects organization's value by keeping information confidential.

TECHNOFAB ENGINEERING COMPANY W.L.L, Doha – Qatar

Supervisor: November 2006 – August 2008 (2 Years)

- Day-to-day supervision of shop work.
- Coordinate with Production/Operation Supervisor, Operation Manager to ensure projects are run efficiently, profitably and on schedule
- Co-ordinate and allocate work to trade employees in accordance with directions.
- Tracking of material and fabrication delivery dates
- Create, maintain and properly file daily logs
- Provide leadership and direction to assigned labor.

- Daily time cards are completed accurately and on time.
- To prepare reports, designs and drawings using appropriate CAD software
- Facilitated business growth by establishing first customer retention team in the region.
- Responsible to ensure hours are logged to proper job and report weekly for payroll.
- Assist in other duties as needed

SUPERMARKET, Muscat – Oman

Sales Associate: 2002 – 2004 (2 Years)

- Welcome customers with a smile as they enter into premises and Proactively ask customer how they can be assisted
- Provide customers with product information that they need and product features and warranty agreements
- Arrange products on shelves in a tidy manner
- Ensure that any damaged or expired products are reported and removed from shelves
- Maintain in-stock and presentable condition assigned areas
- Attach pricing labels to items before placing them on shelves
- Follow and achieve department's sales goals on a monthly, quarterly and yearly basis

BLUE STAR, Mumbai – India

Salesman: 2000 – 2001 (1 year)

- Input sales orders in company database and track them through delivery or pick-up processes.
- Arrange for electronic products to be delivered to customers' offices and homes
- Pack electronic items in original packing and ensure that they are accompanied by warrantee card.
- Provide customers with information regarding product features and benefits
- Assist in transporting heavy electronic items to vehicles
- Demonstrate features by employing knowledge of gadgets and technology

EDUCATION, SKILLS AND TECHNICAL PROFICIENCIES

Qualification: Polytechnic Diploma in Mechanical

Technical Skills: Windows OS, MS Office (Word, Excel, PowerPoint, and Outlook), AutoCAD Mechanical

Personal Skills and Strengths: Excellent Communication Skills, Client Relationships, Trustworthy, Dedicated to Work, Strategic Sales Planning, Creative, Resourceful and Hard Working

PERSONAL DETAILS

Date of Birth	:	30 th May 1978
Sex	:	Male
Nationality	:	Indian
Religion	:	Christian
Marital Status	:	Married
No. of Dependents	:	Four
Passport No.	:	S9824761
Date of Expiry	:	09.10.2028
Qatar ID No.	:	27835609969

References will be provided upon request.

Declaration

I hereby affirm that all the above-mentioned facts are true to the best of my knowledge and belief and will be able to submit proof if required.