

# Mohammad Abdul Quadeer Zubair

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## Contact Information:

Phone: +974 72071035  
What's app: +91 9160040088  
Email: aquadeer30@gmail.com  
Date of Birth: 23/02/1974  
Nationality: Indian  
Passport Number: W3995309  
Visa Type: QID (27435646961) valid till 15/12/2024  
License: LMV valid Qatar License  
Languages: English, Arabic, Hindi, Urdu, Telugu, Malayalam (basic)

## Professional Summary

Dynamic and results-oriented professional with over two decades of experience in diverse roles across multiple industries. Proven track record of leadership, team collaboration, and customer service excellence. Proficient in multiple languages, with a strong ability to adapt to different cultural and business environments.

## Work Experience

### Immigration Consultant / Visa Counselor

A TO Z Visa Consultancy & Immigration Services

2022-2023

- prepared all fee quotes and any information required by clients, colleagues, or authorities; submitted to Head Immigration Consultant for approval
- Represented people applying for entry into the country, Assisted clients in obtaining Visas, Green cards, and other documentation required
- Assumed full responsibility for all Immigration issues and operations remaining up to date with any changes to legislation

### Courier Delivery Agent/Coordinator

Rapido, India

2020 - 2022

- Efficiently managed delivery operations, ensuring timely and accurate distribution of packages to customers.
- Coordinated with team members to optimize delivery routes and streamline processes, resulting in improved efficiency and customer satisfaction.
- Implemented quality control measures to maintain high service standards and minimize errors in delivery operations.

### Channel Partner

Etisalat and DU, UAE

2012 - 2020

- Cultivated and maintained strong partnerships with key stakeholders, driving revenue growth and market expansion for telecommunications products and services.
- Developed and executed strategic marketing initiatives to promote brand awareness and drive customer acquisition.
- Provided comprehensive product training and support to sales teams, enhancing their product knowledge and sales effectiveness.

### Team Leader

Baskin Robbins, UAE

2004 - 2012

- Led a team of staff members, providing guidance, coaching, and motivation to achieve sales targets and deliver exceptional customer service.

- *Implemented inventory management systems to optimize stock levels and reduce wastage, resulting in improved cost efficiency.*
- *Fostered a positive work environment by promoting teamwork, communication, and employee development initiatives.*

### **Store Keeper**

*Zurel Bouquet Net, Amsterdam*

*1999 - 2003*

- *Managed inventory control processes, ensuring accurate stock levels and timely replenishment of goods.*
- *Implemented organizational systems to streamline storage and retrieval processes, enhancing operational efficiency.*
- *Conducted regular inventory audits to identify discrepancies and implement corrective actions to minimize losses.*

### **Salesman cum Store Keeper**

*AL ZUHAIRAN TRADING (NATIONAL PANASONIC), Saudi Arabia*

*1992 - 1998*

- *Provided personalized sales assistance to customers, addressing inquiries and promoting products to meet their needs.*
- *Managed store operations, including inventory management, cashier duties, and merchandising, to ensure smooth daily operations.*
- *Developed strong product knowledge to effectively communicate features and benefits to customers, resulting in increased sales revenue.*

### **Skills**

- *Leadership and Team Management*
- *Customer Service Excellence*
- *Multilingual Communication (English, Arabic, Hindi, Urdu, Telugu, Malayalam)*
- *Sales and Marketing Strategy*
- *Inventory Management*
- *Strategic Partnership Development*
- *Process Optimization*
- *Cross-Cultural Adaptability*
- *Problem-solving*
- *Time Management*

*I hereby declare that all the above information is correct and accurate.*

*Mohammad Abdul Quadeer Zubair*