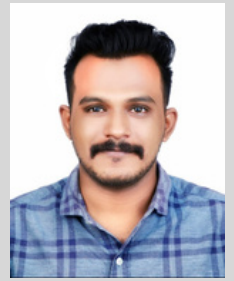


# MOHAMMED NEZAR

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+974 - 3112 6088



## CAREER OBJECTIVE

Results-driven Business Development Manager with extensive experience in the ERP software and medical trading industries. Skilled in building strategic partnerships, driving revenue growth, and delivering tailored solutions that meet client needs. Seeking to leverage my expertise in market analysis, client acquisition, and solution selling to contribute to the success of a dynamic organization. Passionate about fostering long-term relationships and consistently exceeding sales targets in competitive markets.

## WORK EXPERIENCE

### **2023 June - Business Development Manager – Swophistic Software Solution**

#### **Present : ERP Software Company**

As a Business Development Manager at Swophistic Software Solution, I was responsible for driving business growth by identifying opportunities, developing strategic partnerships, and delivering customized ERP solutions. My role involved:

- **Market Research & Analysis:** Conducted market research to identify industries and businesses for ERP solutions. Analyzed competitors and trends to stay competitive.
- **Client Acquisition & Lead Generation:** Built a strong client pipeline through outreach, networking, and digital campaigns, consistently generating and qualifying leads.
- **Solution Selling:** Worked with clients to understand their needs and provided tailored ERP solutions to optimize operations and demonstrate value.
- **Sales Strategy & Growth:** Developed and executed sales strategies to exceed revenue targets and expand Swophistic's market presence in ERP software.
- **Product Demonstrations:** Led client presentations and demos, highlighting how ERP solutions improved efficiency and streamlined processes.
- **Negotiation & Contracts:** Managed contract negotiations and pricing to ensure favorable terms for both clients and the company.
- **Team Collaboration:** Worked with internal teams to ensure smooth ERP implementation and post-sales support.
- **CRM & Reporting:** Used CRM to track sales, client interactions, and performance, reporting regularly to management.
- **Partnership Development:** Built long-term relationships and partnerships with key industry stakeholders to drive repeat business.

## Skills:

- Strong expertise in ERP software and solution selling (SAP, Oracle, Microsoft Dynamics, etc.)
- Exceptional negotiation and relationship management skills
- Proven ability to work with C-level executives and IT decision-makers
- Proficient in CRM and sales management tools
- Strategic thinker with excellent market analysis capabilities

**2022 March - Medical Sales Executive - Intergulf Medical Tarding WLL.**

**2023 May :** Manage Sales of the company and assist in maintaining business relations and handling data by following a strict code and ethics.

- Handle Sales in the Private sector, Retail sectors and Government Sectors and maintain and grow their accounts.
- Provide sales reports to the management to make managerial decisions.
- Regularly communicate with customers to understand their supply needs.
- Do the market study and identify a new business opportunity.
- Target-driven job.
- Promptly resolve customer's issues as they arise.

**2018 Nov - Sales and Purchasing Coordinator - Kerala Bakery - Kerala, India**

**2022 Jan :** In a customer-centric environment, adeptly managed client relationships, maintaining robust business ties while upholding strict ethical standards in data handling.

- Coordinate sales and purchasing for seamless operations and order processing.
- Liaise between sales and purchasing teams for clear communication and goal alignment.
- Manage inventory to meet sales needs and reduce excess stock.
- Process sales and purchase orders promptly and accurately.
- Monitor sales trends and inventory to address supply chain issues.
- Assist in negotiating pricing and terms for cost optimization.

## TECHNICAL SKILLS

- Applications used :
  - MS PowerPoint
  - MS Office Adobe
  - Photoshop MS
  - Excel

## LANGUAGES

- English - Fluent
- Malayalam - Native
- Hindi - Limited
- Tamil - Limited

## PERSONAL INFO

Current Address: Doha, Qatar

QID No: 29735621781

Marital Status: Single

## EDUCATION

**2013 - 2015 :** **DARUL ULOOM SCHOOL Kerala, India**  
Bio maths (State)

**2015 - 2018 :** **BMC Collage, Kerala, India**  
Bachelor of Commerce

## COURSES

**May 2017 - :** **Cohcin CADD Center, Kerala, India**  
**Dec 2017** REVIT MEP

**May 2017 - :** **Cochin CADD Center, Kerala, India**  
**Dec 2017** Foundation in Civil CADD( Auto CADD)

## **Additional Information**

- Qatar Driving License - Yes
- Qatar Visa Status - Yes With NOC

**I, Mohammed Nezar, hereby declare that the above information is true to the best of my knowledge.**

**Mohammed Nezar**