

MUFEETH K MOHAMMAD



PERSONAL INFORMATION

- Male Qatar
- 29 October 1985
- Qatar Driving License Holder

CONTACT INFORMATION

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PROFESSIONAL AREAS

- B2B & B2C Sales Strategist
- Accountable Operation Officer

PROFESSIONAL SUMMARY

An astute professional with cross-cultural experience of over 10+ years in Sales Prospecting, Closing Deals, Operations, and Project Management with a Passion for enabling the development of the business scale by connecting them with high-value solutions. Supervised and optimized the sales process from lead generation to deal closure, ensuring efficiency and effectiveness at each stage. Collaborated with cross-functional teams to capture business requirements, implemented new sales and customer-related processes, and updated policies for internal customer satisfaction. Proven record of leveraging sales tools to drive sales efficiencies, and to increase revenue. Confident in my ability to take on a trusted advisor role, Comfortable working across multiple industries with small, medium, and enterprise-level accounts. Committed to continuous personal growth by contributing to team success. Seeking a dynamic and challenging role to challenge myself and contribute to business success.

AREAS OF EXPERTISE

- Business Development
- Strategic Planning
- Project Management
- Data Analysis
- Direct sales process
- Problem-Solving
- Consultative Sales
- Adaptability & Flexibility
- CRM
- Critical Thinking
- Sales Forecasting and Pipeline Management
- Process Optimization and workflow management
- Contract Management and Negotiation
- Communication and Interpersonal Skills
- Advanced Microsoft Office Tools

CAREER HIGHLIGHTS

Relationship Management: Maintained 99.5% of accounts by building strong connections and delivering exceptional ROL.

Accomplished Projects: Collaborated, Orchestrated, and Executed projects successfully In RLIC for CTJV - Qatar Energy associated with GAC, Med Gulf, TEKFEEN, and for SHELL associated with Doosan and EMCO & Qatalum, Diplomat (Nagarjuna Construction) Descon Eng in MESAIEED. In Doha executed projects successfully for ASHGAL & UDC & MOI & Hotel Package Projects in QETAIFAN Island is associated with various renowned and esteemed Organizations (main Contractors) in the Market.

Revenue Growth: Track record of consistently generating 5% revenue growth YOY closing new deals and accomplishing project operations rate of 95% within the time bound given.

LEADERSHIP: 10+ years of controlling sales and directing the operational crew, orchestrating and carrying out smooth workflow, and supervising to execute the day-to-day tasks leveraging approved resources to accomplish on time.

PROFESSIONAL EXPERIENCE

STRUQTA DOHA TRADING AND CONTRACTING EXPERIENCE – SALES & OPERATIONS OFFICER SINCE– DOHA, QATAR (2021 – AT PRESENT).

- In this B2B sales & Operation role, responsibilities entail supervising a portfolio of building business establishments and cultivating executive-level relationships at named accounts.
- Actively pursuing strategic and operational objectives, highly skilled professionals with the ability to maintain constant communication with management, staff, and clients to ensure proper execution of the organization.
- Added new valued accounts partnerships per year through negotiations with C-Suite account holders.
- Assist with lead generation, pipeline management, and & support new business onboarding through the account set up & go live.
- Assist in the management & collation of customer-specific tenders and commercial proposals, creating customer-specific contracts and investment administration.
- Generated 5% in revenue growth in 2021 and 10 % consistent revenue growth in these last two years.
- Implementing price revisions for meeting agreed gross margin targets of relevant stock-keeping units.
- Initiating trade-to-business sales relationships and formulating detailed proposals.
- Awarded projects and achieved above sales target and accomplished projects Inside Ras Laffan (Oil & Gas Industrial area) and in Doha for ASHGAL, UDC, MOI, and KHARAMAA & Hotel Package Projects in QETAIFAN in association with Companies (main Contractors) in the market.
- Directed a team of 3 Junior account managers and supervised the team of engineers, Fabricators, and Installing Technicians and effectively led them through applying good interpersonal skills like Problem-solving and motivating to achieve set goals.
- Crafting business proposals and contracts to draw in more revenue from clients. Negotiating with clients to secure the most attractive prices.

AL BADDAD INTERNATIONAL – SALES & OPERATIONS OFFICER- QATAR (2018 – 2020).

- In this B2B and B2C sales & Operation role, and responsible for Sales Enablement and Accomplishment.
- Provide operational support & point of contact assistance with key scale customers, in line with the defined account support matrix.
- Assist with lead generation, pipeline management, and & support new business onboarding through the account set up & go live
- Assist in the management & collation of customer-specific tenders and commercial proposals and creating customer-specific contracts.
- Deal with all sales manager queries and escalate as required within both the immediate team and wider business.
- Identifying opportunities for improvement in the sales process and systems to ensure greater sales effectiveness and efficiency.

EDUCATION

- Commerce (B. Com) Economics, Finance, and Accounting – 1st Division (Grade)

ADDITIONAL SKILLS

- Familiarized with HubSpot, Salesforce and Outreach Google Analytics, LinkedIn Sales Navigator
- Acquainted Proficiency in working Oil & Gas Sites attended SHES Training Programs, Advanced Microsoft Office tools
- Participated in many Businesses Coaching Trainings and soft skills training.

Reference Available Upon request