



SUJEESH SUDEVAN

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CONTACT

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ABOUT ME

A results-driven Sales Executive with 4 plus years of experience in bottled water industry specializing in building client relationships, driving revenue growth, and exceeding sales targets.

WORK EXPERIENCE

05/01/2020 – CURRENT NEW INDUSTRIAL AREA, Qatar

SALES EXECUTIVE WEST BAY ICE AND WATER FACTORY (ASEEL)

- Consistently meet or exceed sales targets and KPIs by generating new business and expanding the existing customer base for bottled mineral water products.
- Build and maintain strong relationships with distributors, retailers, and corporate clients to ensure customer satisfaction and repeat business.
- Conduct market research to identify new business opportunities, track industry trends, and assess competitor products and strategies.
- Promote the benefits and quality of the company's mineral water products through effective sales presentations, product demonstrations, and customer engagement.
- Manage the end-to-end order process, from quotation to delivery, ensuring timely order fulfillment and customer satisfaction.
- Negotiate contracts and pricing with clients to secure deals while maintaining profit margins and ensuring customer satisfaction.
- Prepare regular reports on sales performance, market trends, competitor activities, and customer feedback to management for strategic decision-making.
- Address customer inquiries, resolve issues, and ensure any complaints are handled professionally, maintaining a high level of customer satisfaction.
- Work closely with the marketing team to develop promotional campaigns, advertisements, and strategies that align with sales goals.
- Coordinate with the logistics and supply chain teams to ensure the timely and efficient delivery of products to customers.
- Maintain in-depth knowledge of the company's product range, ensuring that clients receive accurate information regarding product features and benefits.
- Attend industry events and trade shows to network with potential clients, distributors, and suppliers, helping to expand the business reach.
- Collaborate with the sales team to share insights and best practices and provide guidance to new team members when necessary.

2019 – 2020 DOHA, Qatar

DRIVER Qatar G4S Cash Solution

- Safely transport cash and valuables to and from client locations, ensuring timely and accurate deliveries to designated destinations.
- Follow strict security procedures and company protocols while transporting cash to minimize risks and ensure the safety of both the driver and the goods.
- Regularly inspect the company vehicle to ensure it is in good working condition, ensuring it is safe and secure for transporting cash and valuables.
- Plan the most efficient routes for cash delivery, considering factors like safety, traffic, and time constraints to optimize delivery schedules.
- Interact with clients to confirm receipt of cash deliveries, obtaining necessary signatures and documentation for accountability.
- Act as a first responder in case of any emergency, following company guidelines for handling robbery attempts, accidents, or other security-related incidents.
- Accurately count and verify cash amounts during pick-up and delivery, ensuring no discrepancies or losses during the transportation process.

- Work closely with security personnel or operations managers to coordinate delivery schedules, ensure route security, and prepare for any special handling requirements.
- Maintain the confidentiality of clients and the cargo, handling sensitive information and cash deliveries with the utmost discretion and professionalism.
- Ensure that all required paperwork, including delivery receipts and logs, is accurately completed and submitted for record-keeping purposes.
- Ensure compliance with local, state, and federal regulations regarding cash handling, transportation, and security procedures.
- Assess and evaluate potential risks on routes and take necessary precautions, including using armored vehicles if required and maintaining situational awareness.

2015 – 2017 RIYADH, Saudi Arabia

MECHANIC AL INJAZ MAINTENANCE WORKSHOP

- Perform regular maintenance and inspections on heavy vehicles (such as trucks, buses, and construction equipment), including oil changes, tire rotations, and brake checks.
- Use diagnostic tools to identify and troubleshoot mechanical, electrical, and hydraulic issues in heavy vehicles, ensuring prompt and accurate repair solutions.
- Conduct repairs and overhauls on engines, transmissions, and other vital mechanical systems, ensuring vehicles operate efficiently and safely.
- Inspect and repair brake systems, including air brakes, hydraulic brakes, and other essential braking components, ensuring vehicle safety and compliance with regulations.
- Diagnose and repair suspension systems, steering mechanisms, and alignment issues to ensure vehicle stability and safe handling.
- Troubleshoot and repair electrical systems, including lighting, wiring, batteries, and ignition systems, ensuring the electrical integrity of the vehicle.
- Repair and service fuel systems, including fuel pumps, injectors, and filters, to ensure the vehicle runs efficiently.
- Maintain accurate records of maintenance work, repairs, and parts used for each vehicle, ensuring proper documentation for service history and compliance.

2011 – 2014 DOHA, Qatar

DRIVER QATAR PRIVATE SECTOR

- Safely drive household members to various destinations, including work, appointments, social events, and other locations, ensuring punctuality and comfort.
- Regularly check and maintain the family vehicle, ensuring it is clean, well-fueled, and in good working condition, scheduling repairs and servicing as needed.
- Plan the most efficient routes to avoid traffic and delays, ensuring smooth and timely travel for all occupants.
- Run errands as required, such as picking up groceries, prescriptions, and packages, or delivering items to other locations.
- Maintain the safety of the passengers by adhering to traffic laws, using seat belts, and driving defensively in all conditions.
- Maintain a high level of discretion and confidentiality regarding the family's personal matters, respecting privacy at all times.
- Be prepared for emergency situations, knowing how to handle accidents, breakdowns, or medical emergencies, and following safety protocols.
- Keep the employer informed about vehicle status, traffic conditions, or any issues that arise during transportation.

2010 – 2011 KOLLAM, India

DRIVING INSTRUCTOR DEEPAM DRIVING INSTITUTE

- Instruct students on the rules of the road, safe driving techniques, and defensive driving strategies to help them become confident and responsible drivers.
- Develop and deliver tailored lesson plans based on individual student needs, covering key driving skills such as parking, lane changes, merging, highway driving, and more.
- Evaluate students' driving abilities, provide constructive feedback, and adjust teaching methods to improve their driving skills and address any areas of concern.
- Ensure students understand and can apply traffic laws, road signs, and signals in practical driving situations, emphasizing safety and legal requirements.
- Ensure that the training vehicle is well-maintained, clean, and in good working order for each lesson, conducting routine checks for safety and functionality.

2009 – 2010 TRIVANDRUM, India

MECHANIC POOVAR KSRTC DIPPO

- Perform scheduled maintenance on buses, including oil changes, brake checks, tire rotations, fluid refills, and filter replacements, ensuring buses are in optimal condition for daily operations.
- Diagnose and repair mechanical issues in the engine and transmission systems of buses, ensuring they operate efficiently and comply with safety standards.
- Inspect and repair brake systems (including air brakes), suspension components, and steering systems, ensuring the safety and stability of buses during operation.
- Troubleshoot and repair hydraulic and pneumatic systems used in bus lifts, doors, and other critical components.
- Provide emergency roadside assistance for breakdowns and repairs, ensuring minimal downtime and ensuring buses return to service as quickly as possible.
- Keep accurate records of all maintenance work, repairs, and inspections, including parts used and labor hours, ensuring proper documentation for each bus.

EDUCATION AND TRAINING

08/2006 – 07/2008 ATTINGAL TRIVANDRUM, India

ITI MECHANIC GOVERNMENT OF KERALA INDUSTRIAL TRAINING DEPT.

LANGUAGE SKILLS

Other language(s):

ARABIC

Listening A2

Spoken production B1

Spoken interaction B1

English

Listening C2

Spoken production C2

Reading C2

Spoken interaction C2

Writing C2

MALYALAM

Listening C2

Spoken production C2

Reading C2

Spoken interaction C2

Writing C2

Hindi

Listening C2

Spoken production C2

Reading B1

Spoken interaction C2

Writing C2

DRIVING LICENCE

Driving Licence: B

"I declare that the details provided above are correct and complete to the best of my knowledge and belief."