

YAHYA KHALANDAR

Result-Oriented professional aiming assignments in **Sales Executive**



Doha, Qatar



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Visa Status: Work Visa (Transferable)

With Valid Qatar Driving License

Objective

An established professional with the merit of executing prestigious targets of large magnitude within strict time schedules, cost & quality; targeting assignments as a Sales Executive with a leading organization.

Profile Summary

Area Of Expertise

- ✓ *Dynamic 365 CRM*
- ✓ *Tally rrp9*
- ✓ *MS OFFICE (MS word, MS excel)*
- ✓ *Quality and time management*
- ✓ *Team Management & Leadership*
- ✓ *Microsoft Office Tool*
- ✓ *SAP ERP*

- Competent and result-oriented professional with rich cross-functional experience of **Ten years** in Sales industry.
- **Experienced in** Business to Business (B2B) sales.
- **Aid Meeting** in revenue targets, sales quotas, and corporate goals..
- **Skilled in** Penetrating to new markets and breaking through new sales.
- **Experienced in** Monitoring spending and budget.
- Fluent in multiple languages, accustomed to world travel

Education & Certification

Bachelor of Commerce

Mangalore university, India

PUC (12th)

Pre-University Board

Karnataka.

SSLC (10th)

State Education Board Karnataka

Karnataka

Experiences

- **4K Qatar W.L.L**
Working as sales executive (2023- 2024)
- **Viva Aluminum composite sheet**
Worked as a **Sales executive**
(2021-2022)
- **Everest India pvt ltd**
Worked as a **Sales Executive**
(2017 – 2021)
- **Al Musalla Office Equipment L.L.C Dubai (UAE)**
Worked as a **Sales Executive**
(2011 – 2017)

Strong Points

- Capable of working systematically under any stress keeping a cool temperament.
- Can handle the responsibilities being a good team player.
Highly organized, innovative, hardworking
- Adaptable to new roles and challenges
- Can lead and guide any team effectively to achieve the organizational goal

Personal Details

Date of Birth: 23/02/1986

Nationality: Indian

Marital Status: Married

Languages Known: English, Hindi, Kannada, Malayalam, Tulu.

Declaration

The above-furnished details are true and clear as per my knowledge. I shall do my best to serve your esteemed organization if given an opportunity.

Place: QATAR

Roles & Responsibilities

- An accomplished senior level sales professional with a demonstrated track record of building business
- Past success in recruiting, building and leading results focused sales teams that consistently exceed expectations.
- People-oriented, outgoing individual that earns a high degree of loyalty with staff, customers, and vendors.
- Special expertise in business to business (B2B) sales.
- Fluent in multiple languages, accustomed to world travel.
- Capable of penetrating new markets and breaking through to unique sales channels.
- Extensive experience managing key accounts and working with c-level executives of our core partners.
- Dedicated to increasing revenue, improving profitability, and reducing expenses.
- Streamlined entire sales department to increase productivity and eradicate unnecessary processes.
- History of meeting revenue targets, sales quotas, and corporate goals.
- Serve as last line of support to handle escalated customer issues.

(YAHYA KHALANDAR)