

MOHAMED FAZAL THAYATH PARAK
BD, SALES & MARKETING
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Professionally qualified MBA graduate with 6+ years of experience in the field of business development, sales and marketing.

ACADEMIC QUALIFICATION

- **Master of Business Administration** with specializations in **Marketing** (Major) & **Human Resource** (Minor) from RR Institute of Advanced Studies Bangalore university in 2016-2018.
- **Bachelor of Business Administration** with focus on Business Management and Administration from st joseph college Kannur University in 2013-2016.

PROFESSIONAL EXPERIENCE / INTERNSHIPS

COMPANY: THREE SQUARE TRADING (APR2023-NOV2024)

DESIGNATION: BUSINESS DEVELOPMENT/SALES EXECUTIVE.

- Field sales and marketing of MEP.
- Identify new customers from the market.
- Analyze sales reports and make contact with clients.
- Create proposals and improve their business through our services.
- Maintain positive growth in the market area.
- Maintain relations with existing clients.

COMPANY: AL HATHAN TRADING (OCT21-JAN2023)

DESIGNATION: SALES AND MARKETING EXECUTIVE

- Field sales and marketing of MEP products.
- Dealing with customers enquires face to face, over the phone or by email.
- Identifying the potential customers and follow-up on sales opportunities.
- Maintain relationship with the existing customers and maintain the positive growth in the field.

COMPANY: ANESCO TRADING AND SERVICES (JAN2021-SEP2021)

DESIGNATION: SALES EXECUTIVE.

- Responsible for achieving established sales targets.
- Promoting the company's existing brands and introducing new products to the market.
- Receiving purchase order and ensure delivery on time.
- Making statement in the end of month for credit clients.
- Implementing new sales plans and advertising.
- Gaining a clear understanding of customers to the organization.

COMPANY: IKEY HOME STUDIO LLP (AUG2018-OCT2020)

DESIGNATION : MARKETING EXECUTIVE

- Involves marketing and sales activities of building materials such as tiles (ceramics), sanitary, plumbing, hardware's, etc...
 - Analyze sales reports and provide strategies to Trim overhead and increase profit.
 - Identify new market opportunities via market research and initiate contact.
 - Create proposals for existing clients to improve their business.
 - Maintain positive growth in your market area.
 - Respond to all issues with prompt attention.
 - Travel to destinations to best facilitate transactions or training.
- 18 Months Experience as a Sales Executive in Azza Textiles Retail shop Payyanur.
 - Undergone a project work on "An effect of after sales services on consumer patronage at Maruti Suzuki" at Maruti Suzuki India Ltd, Bangalore.
 - Undergone a project work on "Evaluating the strategies used to improve the working conditions of employees at Lseven Marketing" at Lseven Marketing pvt ltd Bangalore.
 - Participated in the student conclave 2018 on the theme "Enhancement of quality and innovation in presenting dissertation" held on 23rd April 2018 at Central college campus, Bangalore University.
 - Participated in All Kerala Best Manager contest 2015-2016 held by Global Institute of Integral management studies (GIIMS) in January 2016.

PERSONAL DETAILS

DATE OF BIRTH: 02/09/1995

NATIONALITY: INDIAN

LANGUAGE: ENGLISH, ARABIC, HINDI AND MALAYALAM

VISA TYPE : TRANSFERABLE

DRIVING LICENSE: QATAR & INDIAN