



# HIJAS AM

## About Me

A Mechanical Engineer with a proven track record in Sales and HSE roles across diverse organizations. Currently serving as a Sales Executive for fire protection equipment, with prior experience as a Sales Executive for building materials and an HSE professional in the steel industry



71150177



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Doha, Qatar

## Language

ENGLISH, HINDI, TAMIL,  
ARABIC (read & write)  
MALAYALAM

## Skills

Communication  
Problem solving  
Documentation  
Negotiation  
Interpersonal skills

## Personal Details

D.O.B : 23/03/1991  
NATIONALITY : INDIAN  
VISA : VALID PR (NOC available)

## Driving License

DRIVING LICENSE : QATAR

## Experience

### GENIUS INTERNATIONAL CO. W.L.L - Qatar

Sales Executive - Aug 2024 - Dec 2024

- Identify and pursue new business opportunities within the fire safety industry, including fire fighting systems and fire alarm systems
- Conduct cold calling, networking, and attend industry events to generate leads and convert them into clients
- Understand client needs and propose customized fire fighting and fire alarm solutions that align with their requirements
- Conduct site assessments and collaborate with the technical team to develop appropriate system designs and proposals
- Follow up regularly with customers to ensure satisfaction and offer additional services or upgrades
- Prepare weekly and monthly sales reports, outlining performance, sales forecasts, and market feedback

### FORMA BUILD BUILDING MATERIALS TRADING W.L.L - Qatar

Sales Executive - Nov 2023 - Jul 2024

- Develop and maintain relationships with existing customers to increase company sales and improve customer satisfaction.
- Identify new business opportunities and pursue them by conducting meetings with the key contacts
- Reporting to sales manager weekly about current month forecast and quarterly target closing plan.
- Prepare and submit quarterly & monthly sales forecast plan to meet the agreed yearly sales target.
- Preparing cost sheet and quotation and arrange client meetings to close the deal by convincing on a favourable payment terms.
- Provide technical support and solutions to customers, including product demonstrations and troubleshooting

### DESERT LINE PROJECTS

Safety Officer - Jun 2019 - May 2021

- Assessment and approval of subcontractor safety plans
- Verification of tools and equipment to ensure good quality Creating and enforcing safety guidelines and programs
- Carrying out drills and exercises on managing emergency situations Arranges OSHA-mandated evaluations of the site
- Coordinates all issues regarding hazardous materials or waste Assisting with the preparation of a construction health and safety plan
- Continuous monitoring of all safety related documents, reports and issues to keep them up to date

## Education

- BE Mechanical Engineering from Anna University Chennai
- Higher Secondary Examinations Kerala state board in Computer Science from ICA EHSS, India