



JASEER ALUNGAL

CONTACT

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- Indian
- Valid Qatar License

SKILLS

- Project Sales & Business Development
- Client Relationship Management
- Contract Negotiation & Closing
- Market Research & Analysis
- Inventory & Logistic Coordination.
- Team Leadership & Mentorship
- Technical Proposal Preparation & Sales presentation
- Deal negotiation
- Resource Allocation
- Order processing accuracy
- Technical product training

PROFESSIONAL SUMMARY

Highly experienced Senior Project Sales & Business Development Executive with over 13 years of expertise in sales, marketing, and the execution of high-quality flooring solutions and sports equipment. Demonstrated success in managing large-scale projects for prominent institutions such as Qatar Foundation, Hamad Medical Corporation, and Qatar University. Skilled in client relationship management, strategic negotiations, and project management, with a strong focus on delivering tailored solutions that meet both technical and commercial needs. Proven ability in driving sales growth, expanding business opportunities, exceeding targets, and ensuring high-quality installations. A strong communicator with excellent leadership skills, committed to building long-term partnerships and contributing to business success. Expertise in supplier relations, cost estimation, and delivering impactful results across diverse sectors, including healthcare, education, and infrastructure

Professional Experience:

- 1- Company : **Al Obeidly & Gulf Eternit Trading Co WLL-Doha-Qatar.**
Duration : **June 2012 – Till Date**
Designation : **Senior Project Sales Executive**
Industry : **Building Material Finishing & Flooring Department**
- Lead project sales initiatives, consistently achieving and exceeding sales targets through strategic planning and client relationship management
 - Prepared and presented detailed project proposals, quotations, and technical presentations to clients, ensuring alignment with their requirements and project specifications
 - Lead and drive sales strategies for premium flooring solutions, including TARKETT (Vinyl Flooring), Kingspan (Raised Flooring), Grabo (Vinyl&Sports Flooring), Burmatex (Carpet Tiles), Quantum(Flooring Accessories), and Forbo (Entrance Mats), as well as Daplast (Spain – Stadium Seating), and Jospers (Spain – Auditorium Chairs)
 - Successfully handled major projects, including Qatar Foundation, Hamad Medical Corporation, Qatar University, Qatar Energy, Shell Qatar and various private school projects across Qatar, delivering flooring solutions tailored to specific needs
 - Collaborated with the design team to develop shop drawings, perform precise site measurement, calculate wastage, and use this data to create accurate as-built drawings, ensuring

LANGUAGES

English

Fluent

Hindi

Advanced

Malayalam

Native

Arabic

Basic

alignments with project specification and delivering high-quality outcomes.

- Develop comprehensive cost analyses and profitability reports, presenting clear, data-driven insights to management to guide strategic decision-making
- Exhibit exceptional negotiation skills, consistently closing complex deals with clients, securing favorable contract terms, and driving long-term business relationships that benefit both client and company
- Played a key role in material procurement and delivery processes, ensuring timely availability of materials, reducing lead times, and enhancing overall project efficiency
- Lead the development of comprehensive technical and commercial proposals tailored to client needs, negotiating terms and pricing with suppliers to deliver competitive solutions
- Developed and maintained relationships with key stakeholders, including clients, consultants, contractors, and suppliers, to ensure smooth project progression and identify new business opportunities

2- Company : India Infoline & BMA Wealth Creators -Bangalore-India

Tenure : June 2010 – Dec 2011

Designation : Client Relationship Manager

Industry : Investment Banking & Securities Dealing

- Responsible for acquiring new clients for equity trading, including HNIs and retail clients, while meeting management targets for brokerage generation
- Organized and executed various marketing campaigns and client generation initiatives to drive new business and strengthen client retention
- Conducted one-on-one meetings with clients to offer personalized financial products, resulting in increased sales and client satisfaction
- Provided expert advice and resolved account-related queries, ensuring high levels of client satisfaction and retention
- Managed complex client portfolios to ensure customer satisfaction

3- Company : Malabar Medicines-Kerala-India

Tenure : Sep 2005 – Jan 2008

Designation : Sales Representative

Industry : Pharmaceuticals Trading/Distribution

- Visiting over 200 retail medical shops on a weekly basis to take orders, ensuring a consistent and reliable flow of sales
- Developed and maintained strong relationships with retail shop owners and pharmacists, contributing to customer loyalty and repeat business

- Responsible for collecting payments on a weekly basis, ensuring timely and accurate cash flow management
- Coordinated with logistics teams to ensure on-time delivery of ordered medical products, ensuring customer satisfaction and retention
- Consistently met and exceeded weekly sales targets through proactive engagement with retail shops and effective product promotion
- Assisted in inventory management and stock control for ensuring sufficient stock availability
- Maintained accurate sales records, order documentation, and payment receipts, providing regular reports to management for business analysis and decision-making

ACHIEVEMENT:

Attended **Domotex Hannover-Germany 2020**, the world's largest carpet and flooring exhibition, to stay updated with the latest industry trends and innovations.

Education:

- **Master of Business Administration (MBA)**
(Punjab Technical University)
- Bachelor of **Commerce** (B.Com), Calicut University, Kerala.

Personal Details:

Nationality	Indian
Date of Birth	7 th July 1983
Languages	English, Hindi, Malayalam, Tamil, Arabic(basics)
Marital Status	Married
License	Valid Qatar & Indian Driving license
Visa	Transferable Qatar Visa