

MUDASIR ARIF NAJAR

Senior Sales Executive

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Core competencies include...

- ✦ Business Development
- ✦ B2B & Direct Sales
- ✦ Estimation & Quoting
- ✦ New Product Introduction
- ✦ Branding & Promotions
- ✦ Sales Management
- ✦ Key Account Management
- ✦ Negotiation Deal Closing
- ✦ Presentations & Demonstrations
- ✦ Budgets & Cost Control
- ✦ Sales Operations
- ✦ Project Sales
- ✦ Product Management
- ✦ Dealer & User Training
- ✦ Teamwork & Leadership

EXECUTIVE SUMMARY

Versatile, resourceful with 8+ years of rich experience in business development & sales of a wide range of tools & equipment's & machinery & Accessories, catering to diverse sectors in the Middle East.

- ✓ Extensive experience in management of the end-to-end business development process driving sales, revenue, profit & market share growth in industries like oil & gas, petrochemicals, manufacturing, and construction.
- ✓ Competent in capturing & mapping customer requirements and providing customized cost effective & competitive solutions leading to achievement of outstanding business outcomes.
- ✓ Skilled in building & sustaining productive relations with all stakeholders – customers, consultants, key decision makers, principals, distributors & dealers – to achieve win-win outcomes.
- ✓ Proactive, achievement driven professional with strong work ethic, integrity and excellent communication, coordination, problem solving, decision making, planning & execution skills.

OBJECTIVE

Seeking a strong position in the Tools Industry with a reputed company where I can get a chance to demonstrate my skills and knowledge and use obtainable resources to accomplish different tasks and projects to help the company grow.

EXPERIENCE:- 8+ Yrs

DIAMOND PROFESSIONAL TRADING AND CONTRACTING (QATAR)

DIAPRO

Sales & Marketing Executive

Nov 2021 till date

Roles & Responsibilities:

- Managing sales of Consumables and Equipment's and Machines-- Diapro, Weka, Diager, High Tech Grinding, Rubi, Magtron.
- promote products and services to clients and negotiate contracts with the aim of maximizing profits.
- Identifying new markets and generating business revenues.
- Targeting the trader market fully to maximize sales revenue.
- Actively seeking out new sales opportunities through cold calling, networking, and social media.
- Setting up meetings with potential clients and listening to their wishes and concerns.
- Prepare and deliver appropriate presentations on products and services.
- Create frequent reviews and reports with sales and financial data & collecting payments.
- Ensure the availability of stock for sales and demonstrations.
- Participate on behalf of the company in exhibitions or conferences.
- Negotiate/close deals and handle complaints or objections.
- Collaborate with team members to achieve better results.
- Gather feedback from customers or prospects and share it with internal teams.

AL KHALILI GROUP LLC (OMAN)

Al Khalili United Enterprises LLC.

Promoted as Product Consultant (Feb 2020 till Oct 2021) .

Roles & Responsibilities:

- B2B & B2C Sales - Product Management.
- Manage sales of a range of hand tools & power tools of reputable brands - DeWalt, TELWIN, AEG, Milwaukee , Black+Decker, Stanley, Magtron, Klingspor, Cumet, Tramontina & Uken.
- Work efficiently to build up product line and add and develop new brands to Buildup Company's product portfolio.
- Accompany sales team as required on visits to end-user sites and provide technical advice & support on the selection of the right tools for various applications.
- Coordinate & monitor service center operations ensuring optimum availability of service tools to provide on time service to customers.
- Tracked ongoing projects through site visits & meetings with key persons including project manager & construction manager, identified decision makers related to power tools and followed up for business deals.
- Dealing with incoming and outgoing calls & emails to establish new business.
- Raising the quotation & preparing technical data sheets and following up with the orders.
- Preparing weekly sales visit plan and reporting all daily activities to the product manager.
- Organizing Sales Visits, Demonstrating and presenting products & maintaining accurate records.
- Builds business by identifying & selling prospects and maintaining relationships with clients.
- Identifying business opportunities by identifying prospects and evaluating their position in the industry, researching, and analyzing sales options.
- Attending trade exhibitions, conferences, and meetings.
- Reviewing Sales performance & attending sales review meetings.
- Selling products by establishing contact and developing relationships with prospects; recommending solutions.
- Conducting market research about pricing and analyzing market trends.
- Strongly follow up all traders and end users to get repeated orders.
- Aiming to achieve monthly or annual targets. Negotiating contracts and packages.
- Generating Sales reports, Making Quotes and maintaining Customer/Consumer status on SAP-SD module.
- Using Oman Orpic & Oman Drydock Procurement Portal for submitting Tenders.

Al Khalili United Enterprises LLC.

Designated as Sales Exe. - Outdoor (Nov 2018 Jan 2020)

Roles & Responsibilities:

- Research and recommend prospects for new business opportunities.
- Quoting, negotiation & order booking, order execution, payment collection & order close out ensuring achievement of all pre-defined business plan objectives.
- Build and maintain relationships with clients and prospects.
- Stay current with trends and competitors to identify improvements or recommend new products.
- Collect and analyze information and prepare data and sales reports and maintain professional network.
- Attending workshops to learn more technical and professional skills for the job. ☑ Sale of Timber and Boards (Basic Building Material products) Hardwood, Softwood, Redwood, Plywood, MDF, Shuttering Plywood, Gypsum Board And Accessories, Manhole Covers, Acrylic Sheets, Structural Steel, Rebar , Pipes, Flat bars, GI & MS Sheets, Angles Channels, Hollow tubes, Powers tools, Hand tools, Accessories, Stanley, DeWalt, Aeg, Cumet, Milwaukee & safety products.
- A sale of Industrial equipment like Pedrollo Water Pumps, Nuair compressors & TELWIN welding machines.
- Sale of general hardware, Paints & chemicals brands like Jotun, Denbraven ,Pidilite.
- Sale of cleaning and cooling products.
- Meet with potential clients to determine their needs.
- Strongly follow up for payments and collections and coordinate with credit controller.

Mohd Abdullaha Al Adsani Trad. & Cont. Est. Desig'as Sales Exe - Outdoor (July 15' - June 18') (KSA)

Roles & Responsibilities:

- Identifying new potential customers and retaining them.
- Update client information in the company contact database.
- Following up on the orders to each customer.
- Conduct market research to identify selling possibilities and evaluate customer needs. ☑ Generate sales reports each week and submit them to the manager.
- Actively seek out new sales opportunities through Cold calling, Networking and social media.
- Set up meetings with Potential Clients and listen to their wishes and concerns.
- Prepare and deliver appropriate presentations on products and services.
- Create frequent reviews and reports with sales and financial data.
- Ensure the availability of stock for sales and demonstrations.
- Participate on behalf of the company in exhibitions or conferences.
- Negotiate/close deals and handle complaints or objections.

EDUCATION QUALIFICATION

COURSE	YEAR OF PASSING	NAME OF THE BOARD/UNIVERSITY	PERCENTAGE
MBA in Marketing & Finance	2015	Dr. APJ Abdul Kalam Technical University Lucknow	59%
DCA One Year Computer Diploma	2013	Al Falah Computer Institute	80%
BSC Bachelor of Science	2012	University of Kashmir	53%

PERSONAL TRAITS

- ☑ Date of Birth: 04th April 1993
- ☑ Gender: Male
- ☑ Nationality: Indian
- ☑ Residential Address: Bandipora, Jammu & Kashmiri.
- ☑ Marital Status: married.
- ☑ Languages Known: English, Hindi, Urdu, Arabic and Kashmiri.
- ☑ Passport No: N3339451
- ☑ Driving License: Yes – Qatar, Oman & KSA.

DECLARATION

I hereby declare that the above-mentioned information is correct, up to my knowledge, and I bear the responsibility for the correctness of the above-mentioned particulars.

Date

Yours Sincerely
Mudasir Arif Najar