

# MUDASIR ARIF NAJAR

## Senior Sales Executive

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### Core competencies include...

- |                            |                                  |                          |
|----------------------------|----------------------------------|--------------------------|
| ✦ Business Development     | ✦ Sales Management               | ✦ Sales Operations       |
| ✦ B2B & Direct Sales       | ✦ Key Account Management         | ✦ Project Sales          |
| ✦ Estimation & Quoting     | ✦ Negotiation Deal Closing       | ✦ Product Management     |
| ✦ New Product Introduction | ✦ Presentations & Demonstrations | ✦ Dealer & User Training |
| ✦ Branding & Promotions    | ✦ Budgets & Cost Control         | ✦ 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: 04<sup>th</sup> 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