

NOUFAL CP

(SALES ACCOUNT MANAGER with QDL)

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PROFESSIONAL PROFILE

Qualified Sales Account Manager with more than **Ten years GCC experience in Corporate Sales** and a proven track record of meeting sales targets, building and maintaining customer relationships and operations management.

Expertise in preparation of Technical and Commercial proposals, Sales budgets, Sales Reports etc.

WORK EXPERIENCE

1.Organization : ANTON NEHMEH W.L.L
Fareej Abdul Azeez
Doha, Qatar



Company Profile :

Nehmeh is recognized as one of the leading integrated manufacturing & trading companies headquartered in Doha, Qatar. Nehmeh is engaged in every aspect of the construction, Automotive and Wood working industry, including manufacturing, distribution, marketing, sales and after-sales, and in addition to investing in renewable and advanced technologies.

Categories: power tools, tools, chemicals, garden equipment, generators, cleaning equipment, woodworking machineries and consumables.

Position : Sales Account Manager

Duration : January 2021- Present

Responsibilities :

- Establish the target for the month.
- Contacting prospective clients through a variety of mediums – this could include reaching out on social media, phoning, emailing or meeting in person.
- Understanding client needs and offering solutions and support; answering potential client questions and follow-up call questions; responding to client requests for proposals (RFPs).
- Study and understand key clients' needs and requirements.
- Participate in product training and events (Makita ,Imer, Stampa, SDMO, Awelco, Freud, etc.)
- Preparing reports like daily job plan, weekly reports,monthly reports etc.
- Accountable for project material submission and prequalification on the basis of

project specification, vendor list and meeting consultant requirements and getting approvals on submissions.

- Arrange products demo in client's site/camp location.
- Responsible for the finalization of Sales Contract/LPO. Acknowledge, Review the received Contracts and prepare the comments if any.
- Coordinate with warehouse to ensure delivery of the correct products and services to clients in a timely manner.
- Coordinate with finance department to collect payment from clients on time.
- Submission of reports to managers using SAP software and MS Office.

2.Organization : MUELHAN DEHAN QATAR

Msheireb
Doha , Qatar



Company Profile : Muehlhan Group offers its customers a broad spectrum of industrial services and high-quality surface protection. Very strong organizational skills, in-depth technical expertise and more than 130 years of experience enable to satisfy customers' exacting quality requirements. Offer first-class solutions for surface protection, insulation, passive fire protection, access technology, as well as scaffolding and steel construction with more than 2,800 employees at over 30 locations worldwide.

Position : Business Development Executive

Duration : May-2016 to Dec-2020

Responsibilities :

- Establish the target for the Year.
- Research and identify new market opportunities.
- Developing new business from analysis of account potential; initiating, developing, and closing sales, generating sales strategies.
- Adapt Sales initiation process by building relationships, qualifying potentials and scheduling appointments.
- Responsibility as the point of contact for clients and coordinating with team members working on the same account to ensure consistent service.
- Increasing client base by developing new and retaining relationships with existing clients.
- Responsible for the finalization of Sales Contract. Acknowledge, Review the received Contracts and prepare the comments if any.
- Accountable for project material submission and prequalification on the basis of project specification, vendor list and meeting consultant requirements and getting approvals on submissions.
- Responsible for company ISO audit.
- Preparing Budget, Inquiry Register, Sales Report and KPI report.
- Collect the Customer feedback from all clients.
- Initiate the necessary corrective action and Monitor the effectiveness of the action taken regarding the customer complaints if any.

3. Organization : GLOBAL INFORMATION TECHNOLOGIES / GLOBAL INDUSTRIAL SUPPLIERS

Salwa Road
Doha , Qatar

Company Profile : Software solutions company based in Qatar since 2010. Specialized in website development, social media marketing, branding, mobile application development and hardware sales etc.

Position : **Business Development Executive**

Duration : January 2014 to February 2016

Responsibilities :

- Establish the target for the Year.
- Prepares and then follows up on any sales quotations made for clients, negotiating terms with the client at a cost best suited for them.
- Maintain fruitful relationships with clients and address their needs effectively.
- Accountable for project material submission and prequalification on the basis of project specification, vendor list and meeting consultant requirements and getting approvals on submissions.
- Work with senior team members to identify and manage risks.
- Foster a collaborative environment within the organization.
- Enter new customer data and update changes to existing accounts in the corporate data base.

4. Organization : EASTERN ASSOCIATES

Kerala, India

Position : **Sales Coordinator**

Duration : October 2010 to October 2013

Responsibilities :

- Detailed Engineering on ductile Iron.
- Preparation of submittals for Manhole covers & frames.
- Developed Project proposals.
- Primarily assists the sales team, focusing mostly on managing schedules and the distribution of any sales documentation.
- Prepares and then follows up on any sales quotations made for clients, negotiating terms with the client at a cost best suited for them.
- To respond quickly and efficiently to all in-coming sales enquiries, by telephone, fax and email, preparing brochures as required.
- Assisting in implementing the sales strategy as set by the manager.

EDUCATIONAL QUALIFICATION

- Bachelor in Science, From Calicut University-2008, India.

IT SKILLS

- SAP
- MS Office

PERSONAL SKILLS AND ABILITIES

- Effective communication and interpersonal skills
- Ability to quickly learn new concepts
- Willing to shoulder challenges and responsibilities
- Good team player
- Physically fit

PERSONAL DETAILS

Date of Birth : 12/08/1986
Current Address : Al Rayyan, Qatar
Marital Status : Married
Nationality : Indian
Languages known : English, Hindi, and Malayalam
QID : 28635649007

I hereby declare that the information furnished above is true to the best of my knowledge.

Yours sincerely,

NOUFAL CP
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