

CURRICULUM VITAE



MOHAMMED SHUJATH HUSSAIN

SALES & MARKETING Executive

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Driving License: Qatar & KSA License Available.

CAREER OBJECTIVE: -

Looking for a challenging and demanding position of Sales & Marketing In a growth oriented in middle level assignments in Sales & Marketing/Channel Management Business Development with an organization where there is ample scope for individual and organizational growth.

EDUCATIONAL QUALIFICATION: -

- Bachelor's degree in Commerce from DR BR Ambedkar University, Hyderabad, India.

COMPUTER PROFICIENCY: -

Working knowledge of:

- MSOffice
- Documentation

WORK EXPERIENCE: -

- **Working at "Al Feroz International WLL" – Doha, Qatar as "Sales Executive" (Nov-2022 to at present).**
- **Worked at "Qatar Stars Services" – Doha, Qatar as "Sales Supervisor"**
- ❖ **Project: - FIFA FOOTBALL STADIUMS - (Oct-2022 to 20th Nov 2022).**
Food & Beverages.
- **Worked at "Heritage House Restaurant" – Doha, Qatar as "Sales Supervisor" (Mar-2018 to Sep-2022).**
- **Worked at "Pan Gulf Welding Solutions" – Riyadh, KSA as "Sales Co-Ordinator" (Jan-2010 to Feb-2018).**

Key qualifications and responsibilities for all above Experience: -

❖ “Al Feroz International Trading WLL - Sales Executive”

- Increased business by generating sales to new customers and by selling additional products to existing customers.
- Proficient in managing sales operations, organizing promotional campaigns, building relationship with clients & achieving desired goals.
- Searched for new Accounts within a specified geographical territory.
- Establishes and maintains customer relationships. Learns and evaluates customer operations and Identifying customer objectives, requirements, and preferences.
- Processes products quotation and provides continuous follow up throughout the completion of the customer's purchasing cycle.
- Gather and reports to management information regarding the company, competitors, pricing, products
- Current and MARKET trends as well as assists management and vendors in planning, tracking, and implementing sales strategies and developing new markets.

❖ “FIFA FOOTBALL STADIUMS – Sales Supervisor”

- Worked as a Sales Supervisor for food & beverages.
- Leading a young and ambitious and running the best on-demand food delivery service while constantly raising standards.
- Leading the Sales team in initiating new accounts and managing relationships with existing ones, thereby ensuring a healthy mix of partners.
- Laying down the road map for new delivery service men/women accounts services for the city and ensuring its execution.

❖ “Heritage House Restaurant – Sales Supervisor”

- Leading the operations team in delivering the best Customer experience while having a 360-degree view.
- Customer Care to Delivery Executive Safety to Optimal utilization resources.
- Managing the administration function, operational performance reporting stream lining processes and systems wherever possible.
- Proficient in managing sales operations, organizing promotional campaigns, building relationship with clients & achieving desired goals.
- Holds the distinction of achieving assigned targets and qualifying national campaigns.
- Gather information and reports to management for the future planning and strategy of company.

❖ **“Pan Gulf Welding Solutions - Sales Coordinator”**

- Increased business by generating sales to new customers and by selling additional products to existing customers.
- Searched for new Accounts within a specified geographical territory.
- Establishes and maintains customer relationships. Learns and evaluates customer operations and Identifying customer objectives, requirements, and preferences.
- Processes products quotation and provides continuous follow up throughout the completion of the customer's purchasing cycle.
- Gather and reports to management information regarding the company, competitors, pricing, products
- Current and MARKET trends as well as assists management and vendors in planning, tracking, and implementing sales strategies and developing new markets.

PERSONAL DETAILS: -

Date of Birth : 25th March 1985

Nationality : Indian

Marital Status : Married

Visa Status : QID Holder with Noc

Passport No : M5511647

Languages : English, Arabic, and Urdu.

Strength : Quick learning, hardworking, Self-Starter, Target Oriented.

I hereby undersign that the above information mention is true &best of my Knowledge.

**MOHAMMED SHUJATH HUSSAIN
(Sales Supervisor)**