



RAHIL RASHEED

SALES TEAM LEADER

CONTACT

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Cochin Kerala

EDUCATION

B.Tech in Mechanical Engineering
KMEA Engineering College Cochin.
2010 – 2014

Higher Secondary – Computer Science
St Ann's HSS Eloor.
2008 – 2010

PARTICIPATION

Team Leader: Special Events
FIFA World Cup Qatar 2022.

LANGUAGES

- English - Proficient
- Hindi - Intermediate
- Malayalam - Native
- Arabic – Beginner
- Tamil - Intermediate

OBJECTIVE

Results-driven Sales Team Leader with 10 years of experience in Kerala and Qatar, specializing in driving revenue growth, developing strategic sales plans, and leading high-performing teams. An analytical thinker with strong leadership skills, adept at identifying market trends, optimizing sales processes, and achieving business objectives. Seeking to leverage expertise in sales management and goal-oriented approach to contribute to organizational success. quis nostrud exercitation.

WORK EXPERIENCE

Dorf-Ketal Chemicals Pvt Ltd, Kerala
Team Leader

AUG 2024 - PRESENT

- Managing a network of distributors across Kerala, ensuring smooth operations and business growth.
- Leading a team of six members to achieve sales and distribution targets.
- Overseeing the sales, marketing, and technical support for Magsol brand consumables and Milex brand additives.
- Building and maintaining strong relationships with distributors, retailers, and key clients.
- Conducting market analysis to identify growth opportunities and enhance brand positioning.
- Providing training and guidance to team members to enhance their performance and product knowledge.
- Monitoring sales performance, preparing reports, and implementing strategies to improve revenue.

United Electronics WLL, Qatar
Sr. Sales Executive

FEB 2022 - APRIL 2024

- Prepare pricing, proposals, contracts and assist with project coordination and customer communication where required.
- Achieved a sales growth of 30% in 2023, contributing to a total revenue increase of 2.2M Qr.
- Successfully expanded the brand's market share by securing new regular dealers, projects, chain business clients within the work period.
- Implemented innovative sales strategies that led to a 12% increase in customer retention.

IMALCO, Qatar
Sales Executive

APRIL 2019 – SEPT 2021

- Actively in the market for new business opportunities and to identify important prospects through networking and research.
- Introducing new clients to the organization while retaining the existing ones.
- Also introducing the new products to the existing customers to keep the volume up.
- Works with other departments to maintain and boost customer experience.
- Attended industry events and trade shows to promote our products and also conducted seminars and training sessions for the customers who help to boost sales and also helped to improve the product knowledge.

Ecoray Solutions Cochin, Kerala
Sr. Sales Executive

OCT 2017 – FEB 2019

- Developed and implemented a new sales strategy that increased revenue by 30% within six months.
- Developed and executed combo offer programs that increased product lines which leads the monthly sales by 15%.
- Conducted training and demonstration programs for the client technicians to get more knowledge about the products and machineries.
- Conducted monthly products training for new joiners.

Wuerth India Pvt Ltd, Kerala
Area Development Officer

AUG 2014 – SEPT 2017

- Achieved 40% growth for Consumables sales yearly by increasing product lines and adding new customers.
- Increase the Automobile lubricant sales from null to 30% of the sales target.
- Recognized as the top sales performer of the year, achieving 120% + of the annual sales target.
- Developed technical skills for Automobile machineries, Power, Pneumatic and Hand tools which help to increase the sales beyond target as an extra add on.

EXPERTISE

- Ability to develop and execute sales plans to achieve revenue goals.
- Proficiency in building and maintaining strong customer relationships.
- Ability to negotiate and close deals with clients.
- Ability to analyse market trends and conduct research to identify new sales opportunities.
- Experience in leading and managing sales teams to achieve sales targets.
- Proficiency in CRM software and Microsoft Office applications.
- Ability to analyse sales data and create reports to inform sales strategies.
- Proven track record of achieving sales targets and exceeding performance expectations.
- Commitment for learning and professional development to stay up-to-date with industry trends.

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.

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Rahil Rasheed