

CURRICULUM VITAE

NASAR PAYYOORAYIL ALI MUHAMMED

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OBJECTIVES:

A Challenging career in the field of sales, Marketing and purchase in a dynamic environment, that allows me to utilize my inherent strengths & acquired skills to the fullest where my desire drive to Succeeds and will contribute to the organization's growth and profitability.

CAREER PROFILE

- Detail -oriented, efficient and organized professional with extensive experience of 16 years in UAE in MNC trading industries at all levels with proficient of advanced.
- Possess strong analytical and problem solving skills, with the ability to make well thought out decisions.
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- Excellent Written and verbal communication skills.

WORK EXPERIENCE:

TOTAL 21 YEARS OF EXPERIENCE

SALES EXECUTIVE

➤ MixMax Group

Japanese,Korean,German and American Parts etc. Genuine and Non Genuine.

OCTOBER 2019 TO DECEMBER 2022

SALES ADMINISTRATOR

➤ Arabian Automobiles

Dealing with Foton Genuine Parts

2018 JANUARY TO OCTOBER 2019

SALES SUPERVISOR AND BRACH IN CHARGE

➤ Kanoo Machinery LLC, A Division of the Kanoo group, Dubai.

Since 2000 to 2016 (16 Years)

- ✓ Doing counter sales and warehouse operation
- ✓ Efficient time and customer management
- ✓ Attending customers visiting the parts counter
- ✓ Independently managed Branch since long years.
- ✓ Entire responsibility of cash handling and deposit into bank
- ✓ Maintaining proper fast moving parts inventory level at the bank
- ✓ Perkins, Bobcat, Kubota, Hitachi....etc/ Foton Buses Pick-Up, Van.. etc
- ✓ Occasional visit to customers/business development in remote region
- ✓ Maintaining parts counter in the most presentable way with proper display of parts/various promo items.
- ✓ Handles all cash sales as per company norms and follow established procedures for cash handling.
- ✓ Preparing of quotations, negotiation and closing the sales for walk-in customers to parts counter.
- ✓ Using symphony / Citrix, prepare quotes, enter customer orders, invoices, delivery notes and picking list.
- ✓ Increase buying customer value through up selling and cross selling to walk-in customers.
- ✓ Increase customer satisfaction levels.
- ✓ Gather and provide quality feedback on lost sales, competitor actions and other market intelligence.
- ✓ Resolve various product support issues of customer.
- ✓ Follow - up various part quotations with customers over phone using effective sales and negotiation skills.
- ✓ Prepare various reports using symphony and MS office, as required from time to time.
- ✓ Participate and contribute in different projects and special assignments like annual inventory checking.

COMPUTER SKILLS

- WINDOWS PLATFORM, MICROSOFT OFFICE, UNIX, SYMOPHONY, CITRIX

LANGUAGES

- ARABIC, ENGLISH, HINDI, AND MALAYALAM

EDUCATIONAL QUALIFICATION

- Secondary leaving from kerala examination board
- Pre degree from calicut university
- degree B.A Economics from calicut university

ADDITIONAL SKILLS

- Very good interpersonal skills.
- Hard workig and self-motivated.
- Good presentation and communication skills.
- Ability to inspire the people and able to tackle the situations.
- Ability to work under pressure & in any environment
- Time Management

PERSONAL INFORMATION:

Full name	:	NASAR PAYYOORAYIL
Nationality	:	India
Gender	:	Male
Date of Birth	:	18/05/1976
Marital Status	:	Married
Religion	:	Muslim.
Driving License	:	U.A.E (L.M.V) Manual License valid until 2026 Qatar (L.M.V) Manual License valid until 2028.
Passport no	:	N 0603509
Date of Expiry	:	22/09/2025
Visa Status	:	Employment

DECLARATIONS & REFERENCES:

I hereby declare that thte above mentioned details are true and correct to the best of my knowledge and belief.

NASAR PAYYOORAYIL ALI MUHAMMED