



MUHAMMED SANOOB T

SALES EXECUTIVE

CAREER SUMMARY

Experienced and self-motivated Marketing Executive with 10+ years of industry experience overseeing sales figures and new account developments. Bringing forth a proven track record of working collaboratively with sales teams to achieve goals, escalate revenue gains, and advance the sales cycle of the company. A strong leader with the ability to increase sales and develop strategies to retain customers. To secure a Sales Manager position where I can utilize my expertise in sales, marketing and customer service to

PERSONAL DETAILS

Mobile No : +97471733772
Email ID : sanoobthoran90@gmail.com
Address : Doha - Qatar
Nationality : Indian
D.O.B : 04th Oct, 1990
Gender : Male
Marital Status : Married
Visa Status : Transferable Visa with NOC

ACADEMIC CREDENTIALS

2014 **MBA (Marketing & HR)**
University of Calicut, Kerala, India

2012 **Bachelor of Commerce**
University of Calicut, Kerala, India

2009 **Higher Secondary (Commerce)**
Board of Higher Secondary Examination, Kerala, India

2007 **SSLC**
Board of Public Examination Kerala, India

KEY SKILLS

- ❖ Customer Service
- ❖ Marketing Strategy
- ❖ Retail Management
- ❖ Sales Management
- ❖ Sales operation
- ❖ Distribution Management
- ❖ Business Strategy
- ❖ Negotiation
- ❖ Brand management
- ❖ Inventory Control
- ❖ Business process
- ❖ Business Development

EXPERIENCE

SALES EXECUTIVE | October, 2023 to Present

FIVE CONTINENTAL KITCHEN SUPPLIES CO.WLL DOHA, QATAR

- Identify and pursue new sales opportunities through cold calls, networking, and market research.
- Establish and maintain strong relationships with existing and potential clients.
- Stay up-to-date on our kitchen equipment products, including features, benefits, and pricing.
- Deliver persuasive sales presentations to clients, highlighting the value of our products.
- Negotiate sales contracts and prices with clients.
- Meet or exceed monthly and quarterly sales targets.
- Offer excellent after-sales support to ensure client satisfaction.

MARKETING EXECUTIVE | April 2019 to Sep 2023

ABRA MANUFACTURING&TRADING CO, INDIA, KERALA (Food Product Manufacturing company)

- Responsible for managing the sales, operational and logistics requirements of the company.
- Generate sales, manage sales team and customer service management.
- Develop sales and marketing strategies to drive sales growth in the assigned area.
- Develop and manage an efficient distribution network to improve sales performance.
- Conduct market research to understand competitors and market trends.
- Develop and manage efficient distribution networks for sales
- Collecting customer and market feedback and reporting the same to the organization
- Monitoring sales team performance, analyzing sales data, periodical forecasting and reporting to zonal heads
- Conduct business plan review meetings with sales team.
- Develop creative promotional strategies to attract more customers.
- Appreciate the contributions and accomplishments of sales employees through proper rewarding mechanism.
- Develop performance improvement plan for sales team to meet performance goals.

LANGUAGES KNOWN

- English
- Arabic
- Hindi
- Malayalam

SOFTWARE PROFICIENCY

- MS Word
- MS Excel
- MS PowerPoint

REFERENCES

- Available upon request

SLAES EXECUTIVE |October,2015 to February,2019

AL HIJAS TRADING W.L.L. DOHA, QATAR (FMCG Distribution company)

- Responsible for managing the sales operations of the company, promote goods and services,sales administration and overall inventory control.
- Promoting products to significantly increase theirsales.
- Ensuring each area of the store is stocked, rotated, clean and looking itsbest.
- Making sure customers find everything they need, in the rightplace.
- Checking and replenishing product display areas in line with companyplans.
- Monitoring stock levels and reviewing product performance in order to identifycurrent and future trading opportunities.
- Ensuring that best sellers reach their full potential.
- Putting together merchandising plans for specific stores.
- Helping Customers with any queries they may have.
- Completing all paperwork and administration tasks asrequired.
- Managing stock availability throughout the supply chain, from suppliers to stores.
- Working closely with the buying team on related issues
- Perform other admin and document management tasks as required

SALES TEAM LEADER |August, 2014 to August, 2015

COLGATE PALMOLIVE INDIA PVT LTD, INDIA

- Generate sales, maintain record sales and order information and report the same to thesales department.
- Preparing reports and statistics.
- Completes store operational requirements by scheduling and assigning employees
- Identifies current and future customer requirements by establishing rapport with actual customers Ensures availability of merchandise and services by approving contracts; maintaining inventories.
- Maintains sales staff by recruiting, selecting, orienting, and training employees
- Perform other admin tasks whenever necessary

DRIVING LICENSE

- Valid Qatar driving license Holder
- Valid Indiandriving license Holder

DECLARATION

I hereby declare that the above particulars of facts and information stated are true, correct and complete to the best of my belief and knowledge.

MUHAMMED SANOOB T