

MUHAMMED RUKMAN

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Overview

- Dynamic and result oriented sales professional with over six plus years of experience in Qatar and India.
- Specialized in driving revenue growth, building strong client relationships, and developing effective sales strategies. Proven track record of consistently exceeding sales targets and delivering exceptional customer satisfaction across industries.
- Expertise in client acquisition, relationship management, and account retention. Strong ability to analyze market trends and execute strategic sales.
- Proven leadership in managing and mentoring sales teams to achieve targets.

Professional Experience

RZ Trading and Contracting, Doha, Qatar

Oct 2023 TO PRESENT

Sales Executive

Reporting to Operations Manager and Sales Manager

- Achieving monthly sales target.
- Preparing and submitting Quotations, PQD, MAR and Technical Submittals.
- Following up with the clients for approvals (Documents and Materials).
- Coordinating with the procurement team for the material delivery.
- Involving for payment collection.
- Maintain client relationships.
- Maintaining accurate records.

- Report day-to-day activities to the higher management.
- Prepare and submit the daily activity report to the management.

OZONTEC (dealers of Fenesta UPVC and aluminum doors and windows, Fundermax), Kerala Nov 2021 to July 2023

Area Sales Manager

- Maintaining and increasing sales of the company's product.
- Reaching the targets and goals set for my area.
- Establishing, maintaining and expanding the customer base.
- Servicing the needs of my existing customers.
- Collecting customer feedback and market research.

- Report to senior managers.
- Keeping up to date with products and competitors.

Achievements at Ozontec

- Star performer of the month for October 2022.
- Outstanding performer of the month for May 2023.

Woodlines Furnitures , Kerala, India

April 2018 to Oct

Sales Officer

- Setting sales goals and developing sales strategies.
- Researching prospects and generating leads.
- Contacting potential and existing customers on the phone, by email and in person.
- Handling customer questions, enquiries and complaints.
- Preparing and sending quotes and proposals.

Software Skills

MS Word, MS Excel, Internet and E-mail Application

Education

Bachelor of Economics

Calicut University, Kerala, India- 2017

Diploma in IATA

Montreal, Canada- 2017 Dec

Language Proficiency

English, Hindi, Malayalam, Tamil, Kannada

Valid driving license: Qatar driving license (**Manual**), Indian driving license

Qatar ID: 29635638810

Nationality: Indian;

Address: Doha, Qatar