

SALMAN M P

Sales Executive

Visa Status: QID with Transferable NOC

Holding a valid Qatar Driving License



EDUCATION HISTORY

**Bachelor of Business
Administration – March 2017**

University of Mysore

**Higher Secondary Education
– March 2014**

**High School Education
– March 2012**

CONTACT ME



Address:
Street No. 951
Zone 26, Floor No. 5
Flat No. 1
Najma, Doha



Phone:
+97433439780



E-Mail:
salmanbinpeermohamed@gmail.com

LANGUAGES KNOWN

English	<div></div>
Arabic	<div></div>
Hindi	<div></div>
Tamil	<div></div>
Malayalam	<div></div>

PROFILE SUMMARY

Sales executive have experience of identifying and developing relationships with key decision makers, building trust, and closing deals. Key achievement: created and implemented a sales technique that expanded the number of new clients by 80% in the first year of implementation.

WORK EXPERIENCE

Sales Executive

Dec-2024 - Present

AL Muftah Polymer, Qatar

Client Relationship Management:

- Identify, develop, and maintain strong relationships with new and existing clients.
- Conduct regular client visits to understand their needs and provide appropriate solutions.

Sales & Business Development:

- Achieve assigned sales targets for polymer and plastic-related products
- Explore new business opportunities in domestic and international markets.
- Prepare and deliver sales presentations and product demonstrations.

Market Research:

- Analyze market trends and competitor activities.
- Provide input on pricing strategies and new product development based on market demand.

Quotations & Negotiations:

- Prepare quotations, negotiate pricing, and close deals within set margins.
- Coordinate with the production and logistics teams to ensure timely delivery and order fulfillment.

Sales and Marketing Executive

Jan 2022-April 2024

Saud Abdulaziz Almelhem Est, Riyadh, Saudi Arabia

- Accomplishes marketing and sales staff objectives by recruiting, selecting, training, and coaching employees.
- Communicates job expectations by planning, monitoring, and reviewing job contributions.
- Achieves marketing and sales operational objectives by contributing marketing and sales information.

KEY SKILLS

- Account management
- Client engagement
- Cold calling
- Lead qualification
- Product knowledge
- Revenue generation
- Strategic selling
- Market analysis
- Relationship Building
- Upselling

INTERESTS

Reading

Travelling

Music







REFERENCE

References will be furnished upon request

- Prepares and completes marketing action plan.
- Meets marketing and sales financial objectives by forecasting requirements and preparing annual budgets.
- Determines annual and gross-profit plans by forecasting and developing annual sales quotas for regions.
- Accomplishes marketing and sales objectives by planning, developing, implementing, and evaluating advertisements.
- Identifies marketing opportunities by understanding consumer requirements.
- Improves product marketability and profitability by researching, identifying, and capitalizing on market opportunities.
- Sustains rapport with key accounts by making periodic visits.
- Provides information by collecting, analysing, and summarizing data and trends.

Sales Executive

Apr 2021- Jan 2022

Bussan Auto Finance, Kerala, India

- Conduct market research to identify selling possibilities and evaluate customer needs.
- Actively seek out new sales opportunities through cold calling, networking, and social media.
- Set up meetings with potential clients and listen to their wishes and concerns.
- Negotiate/close deals and handle complaints or objections.
- Prepare and deliver appropriate presentations on products and services.
- Create frequent reviews and reports with sales and financial data.
- Ensure the availability of stock for sales and demonstrations.
- Participate on behalf of the company in exhibitions or conferences.
- Collaborate with team members to achieve better results.
- Gather feedback from customers or prospects and share with internal teams.

Sales Officer

Jun 2017- Mar 2021

Maruthi Suzuki Indus Motors, Kerala, India

- Develop and implement proven growth strategies to continually drive sales and effectively improve and track marketing efforts in a very-weak economy.
- Well-versed in car batteries with in-depth knowledge of their functions and maintenance. Experienced in working with renowned battery brands such as ACDELCO, Exide, Amaron, Bosch, and Duracell, ensuring reliable performance and customer satisfaction.
- Perform POS transactions and execute management functions.
- Developing and sustaining long-lasting relationships with customers.

- Extensive knowledge of car tire brands, including Yokohama, MRF, Kenda, Bridgestone, JK Tyres, and Apollo Tyres. Experienced in working with these companies, managing products, and ensuring quality performance throughout my professional career.
- Screening, recruiting, and training sales employees.
- Calling potential customers to explain company products and encourage purchases.
- Maintaining an accurate record of all sales, scheduled customer appointments, and customer complaints.
- Preparing cost-benefit analyses for prospective and existing customers to determine the most suitable purchase options.

PERSONAL STRENGTHS

- **COMMUNICATION** - Interpersonal skills – verbal, problem solving and listening skills in any administrative role.
- **SERVICE** - Having a client focussed approach Skills include Patience, Attentiveness, and a positive language.
- **ORGANIZATION** - Helping others, organizing a to-do list. Prioritizing tasks by the deadline for improving time – management.
- **MANAGEMENT** – Management skills to direct others and review others performance.

DECLARATION

I hereby declare that the above-mentioned information is correct to the best of my knowledge and belief. I take full responsibility for the correctness of the particulars.

Salman M P