

# SUHAIL JAMAL

## SALES EXECUTIVE



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### 🗣️ LANGUAGE

- ENGLISH
- HINDI
- MALAYALAM

### 🎓 EDUCATION

#### BACHELORS OF COMMERCE AND DIPLOMA IN LOGISTICS VIDYA BHARATHI GROUP OF INSTITUTION

07/2015 – 04/2018 | KERALA, INDIA

#### HIGHER SECONDARY SCHOOL SOUTH EZHUPPURAM HIGHER SECONDARY SCHOOL

04/2012 – 07/2015 | KERALA, INDIA

#### HIGH SCHOOL CHRISTAVA MAHILALAYAM HIGHER SECONDARY SCHOOL

03/2012 | KERALA, INDIA

### 👤 PROFILE

- Dynamic and goal-oriented Sales Executive with a strong track record of exceeding targets and driving revenue growth. Skilled in client relationship management, strategic selling, and closing high-value deals. Proven ability to thrive in fast-paced, competitive markets.

### 👜 PROFESSIONAL EXPERIENCE

#### AMALGAMATE TECHNOLOGY (IT COMPANY) SALES EXECUTIVE

01/2024 – 02/2025 | DOHA, QATAR

- Conducted software demonstrations for clients and successfully closed cases by addressing their needs and showcasing product value.
- Maintained a comprehensive customer database and utilized specialized software to efficiently collect and manage customer information.
- Delivered excellent customer service by promptly responding to client inquiries in a professional manner, ensuring high levels of customer satisfaction.
- Managed the sales database, ensuring all data remained accurate, current, and accessible for team use.
- Created and maintained detailed sales reports and performance dashboards to monitor and identify areas for improvement.
- Collaborated cross-functionally with other departments to align sales activities with overall company objectives and strategies.
- Prepared customized quotes for prospective clients and efficiently processed order requests.
- Provided after-sales support to maintain strong client relationships and encourage repeat business.
- Supplied data and training resources to support the sales team's development and improve overall performance.

#### INRIDE CAR RENTAL SALES COORDINATOR

04/2023 – 01/2024 | DOHA, QATAR

- Managed daily tasks and regularly updated data using Microsoft Excel.
- Greeted customers professionally and responded to inquiries in a friendly and efficient manner.
- Explained rental terms and conditions clearly to ensure customer understanding.
- Recommended optional services and upgrades to enhance customer satisfaction and increase sales.
- Processed rental documents accurately and handled payments efficiently.
- Maintained accurate records of rental agreements and invoices.
- Conducted routine maintenance checks to ensure vehicle safety and readiness.
- Handled cash and credit card transactions with precision, providing customers with detailed receipts.