




### PROFILE

A Business Development Executive with 10 years experience in Qatar market , looking for an opportunity to join a leading organization where I can enhance my career to the best ,utilizing my capabilities and skills to full potential and channelize it for the Company's growth .

I am a well-motivated, responsible and energetic candidate with good interpersonal skills and the ability to communicate effectively to my clients and my team to boost the sales figures .

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### Experience

#### **DesertLine Group(Carpentry and Fitout Division) - Sales Executive (Feb 2022- May 2024 )**

- Builds business by identifying and selling prospects.
- Maintaining and developing a good relationship with customers through personal contact or meetings or via telephone etc.
- Market research and Analyzing .
- Actively collecting inquiries in order to be able to achieve the agreed sales target
- Suggest actions to improve sales performance and identify opportunities for growth and maintaining effective relationships with existing customers by addressing their needs effectively.
- Client database Management
- Quotation preparation & Delivery Note preparation upon LPO
- identifying competitive products and positioning our product rightly in the market with quality and the best pricing.
- Preparing reports on Sales , Revenue , stock and Presenting it in the group meetings.
- Preparing Sales orders form as per customer request.
- Negotiating contracts, sales, and supervised subcontractors organizing projects and schedules.
- Support sales manager in development of new business segments.
- Scheduling project and site visits
- Coordinating with project team to complete the projects on time.

#### **M.H Alman Group ( StarLine Blocks Factory) - Senior Business Development Executive (August 2020-Jan 2022)**

- Analyzing the product requirements in the market.
- implementing a strategic sales plan that expands company's customer base and ensure its strong presence
- Generating new commercial cash sale customer order using existing and potential customer networks
- Targeting construction projects.
- Achieve company sales targets by monthly, quarterly and yearly targets. Monthly reports related to enquiries, codes, won and lost jobs

- Identifying Market trends and substitute products to analyze the competition status
- Maintaining good workplace relations and work as a team
- Bringing in new clients and orientation of the product and the organization
- Setting up meetings with the clients to discuss the requirements , feedbacks on the products .
- Cold Calling potential Clients on regular basis to check on their requirement
- Team work on Group sales target.
- Quotation and Tendering preparation
- Preparing Pre-qualification and Material Submittal documents.

### **Mafco Group Of Companies - Ceramica - Sales Executive( April 2015-July 2020)**

- Builds business by identifying and selling prospects.
- Maintaining and developing a good relationship with customers through personal contact or meetings or via telephone etc.
- Market research and Analyzing .
- Actively sell Ceramic tiles, Marbles, granite and sanitary ware products in order to be able to achieve the agreed sales target
- Suggest actions to improve sales performance and identify opportunities for growth and maintaining effective relationships with existing customers by addressing their needs effectively.
- Client database Management
- Material Submittal preparation .
- Quotation preparation & Delivery Note preparation upon LPO
- identifying competitive products and positioning our product rightly in the market with quality and the best pricing.
- Stock verification .
- Preparing reports on Sales , Revenue , stock and Presenting it in the group meetings.
- Preparing Sales orders form as per customer request.
- Negotiating contracts, sales, and supervised subcontractors organizing projects and schedules.
- Support sales manager in development of new business segments.
- Scheduling project and site visits

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### **Al Thuraya International - Sales Executive - June 2014-March 2015**

- Visiting random companies to introduce our products
  - Collecting inquiries by explaining our scope of works
  - Generating sales from new and existing clients for Products.
  - Sells products by establishing contact and developing relationships with prospects, recommending solutions.
  - Preparing quotations to the clients
  - Analyze customer needs and provide assistance
  - Supporting accounts for managing cash collection
  - Achieve company sales targets by monthly, quarterly and yearly targets. Monthly reports related to enquiries, codes, won and lost jobs.
  - Continuous follow up
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## EDUCATION

- **Masters of Financial Administration (MFA)**

Indian Academy College, Bangalore , India ( 2012-2014)

### MODULES INCLUDED

- Foundations of Finance
- Corporate performance analysis
- Financial Markets
- Corporate financial Management
- International Finance and Investments
- Risk Management and Valuation

- **Bachelors of Commerce (Computer Application)**

Kristu Jayanti College, Bangalore, India. (2008-2011)

## HIGHLIGHTS

- Motivated , persuasive and goal oriented
- adaptable and have a positive attitude towards change
- Excellent negotiation and problem solving skills , analytical approach to implement best solutions
- Ability to work in a team and as an individual when required.
- Can take up initiatives and meet deadlines in a highly demanding environment.
- Ability to lead a team

## SKILLS

### TEAM WORK



### INNOVATIVE



### LEADERSHIP



### CUSTOMER SERVICE



### TIME MANAGEMENT



## PERSONAL PROFILE

- **DOB** : 19/06/1989
- **Age** : 34
- **Nationality** : Indian
- **Sex** : Male
- **Marital Status** : Married
- **Caste & Religion** : Islam
- **Passport No** : W1425280
- **Visa Status** : Transferable with NOC
- **Driving License** : Yes

## DECLARATION

I hereby declare that above furnished particulars are true and correct in all respect.

Place: Doha - Qatar

Heshin Ahammed

HESHIN AHAMMED

Dear Hiring Manager,

I hope this message finds you well. My name is Heshin Ahammed, and I am writing to express my keen interest in joining your esteemed organization.

With nearly a decade of experience as a Sales Executive in the Qatar market, I have developed a comprehensive skill set and a deep understanding of the business landscape. I am eager to leverage my expertise to contribute to your company's growth and success.

Throughout my career, I have consistently demonstrated a strong ability to identify new business opportunities, nurture client relationships, and drive revenue growth. I have a proven track record of developing and executing effective business strategies, resulting in measurable increases in market share and profitability.

I am excited about the opportunity to bring my expertise and enthusiasm to your organization and contribute to your continued success. I am confident that my skills and experiences align well with the requirements of this position.

Thank you for considering my application. I look forward to the possibility of discussing how my qualifications and background can benefit your company in more detail.

Sincerely,  
Heshin Ahammed

Sr. Sales Executive  
55320239/74777220