



ZUBAIR AHMED MOHAMMAD

SALES EXEC & PROJECT MANAGER

CONTACT

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Doha, Qatar

[LinkedIn Profile:](#)

Qatar Driving License

SKILLS

Sales & Soft Skills:

- B2B & B2C Sales
- Business Development
- Project Management
- Sales Pipeline Management
- Client Relations
- Negotiation & Closing Deals
- Tendering & Bidding
- Team Collaboration

Technical & System Tools:

- ZOHO CRM
- SAP MM
- Azure ERP
- Microsoft Office Suite
- Technical Drawings & Specs
- Time Management
- Margin Analysis



PROFILE

Results-driven Sales & Project Management professional with over 5+ years of experience across Qatar and UAE. Proven track record in strategic sales, business development, and execution of infrastructure projects. Skilled in client relationship management, tender submissions, and team coordination. Adept at navigating competitive markets and delivering high-impact results under pressure.



WORK EXPERIENCE

Chainlink Industries of Qatar for Trading

2022 - PRESENT

Sales Exec & Project Manager.

- Acquired high-value clients, expanding the company portfolio in fencing, steel and industrial sectors.
- Managed large-scale fencing and steel structure projects at major sites like Hamad International Airport, Ras Laffan, and Port Area.
- Achieved 99% approval on mockups and technical documents submitted to clients.
- Coordinated on-site execution with cross-functional teams, ensuring safety and timeline adherence.
- Hold valid gate passes and extensive site access to major industrial zones, including Ras Laffan, Dukhan QE, and HIA, promoting efficient on-site supervision and coordination.
- Negotiated contracts and managed key client relationships to ensure customer satisfaction and repeat business.
- Led tender submissions, contract negotiations, and CRM updates via ZOHO.
- Monitored MONAQASAT and VENTURES on-site for leads and project tracking.

Bedoon ESSM - KSA Co. (REMOTE)

2021 - 2022

Sales Administrator

- Managed full recruitment cycles like sourcing, screening, trade testing, and onboarding.
- **Advised leadership on HR policies** and hiring strategies.
- **Ensured compliance through documentation** and client communication.
- Organizing project documentation with detailed knowledge of administrative procedures and compliance standards

2018 - 2019

Al Maraya Rentals—Dubai, UAE

Sales & Marketing Executive

- Handled indoor/outdoor vehicle rental sales and **customer service**.
- Prepared quotations, negotiated deals, and ensured documentation compliance with RTA.
- Responsible for preparing and submitting documents in the **Government of Dubai (RTA)**
- Collaborated with technical teams to estimate costs and delivered good service.
- Managed after-sales service, invoicing, and CRM updates to drive repeat business.

LANGUAGES

- English (Fluent)
- Hindi (Fluent)
- Urdu (Fluent)
- Telugu (Fluent)

REFERENCE

Available upon request.

ACHIEVEMENTS

- Employee of the Year – 2023, Chainlink Industries Qatar
- >Awarded for outstanding performance in business development and project execution.

EDUCATION

Master of Commerce (General Business) Kakatiya University – India	2019 - 2021
Bachelor of Commerce (Computer Applications) Kakatiya University – India	2015 - 2018

CERTIFICATIONS

PG Diploma in Computer Applications – Globosoft BDPS, India Certified by QMS and AIAO-BAR (USA)	Oct - 2018
Diploma in Accounting Package – BDPS, India Certified by JAS-ANZ	Feb - 2018

DECLARATION

I hereby declare that the information provided above is true and correct to the best of my knowledge and belief.

Doha, Qatar
Zubair Ahmed Mohammad