




VINOD BHASKAR

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 QATAR

Education:

- BSc in Mathematics.
- Higher Secondary (+2)
- Business Professional Programmer (O-level) (DOEACC Society Delhi, Ministry of Communication and Information)

Additional Courses:

- PGDCA – IRS Computers Thrissur.
- Advanced JAVA. – IRS Computers Thrissur
- Graphic Designing
- AutoCAD 2006- CADD CENTER, INDIA.
- PHOTOSHOP

Personal Details: -

Name: VINOD EDAKKATTIL BHASKARAN

Date of Birth 29THMAY 1977.

Nationality: Indian

Marital Status: Married

Language Known: English,Hindi,Malayalam

License: Valid Driving License (Qatar & India)

PROFESSIONAL SUMMARY

16 years experience in Doha, Qatar in sales and marketing. Familiar with North and South Doha Roads and traffic rules and regulations and holding valid Qatar Driving License. Two years experience in Photoshop and Auto CAD in Doha. *Developed comprehensive sales strategies and prepared detailed presentations.*

WORK HISTORY

Employer 1- Al Shams Electricals & Accessories Trading (Brand- VATSUN)-Division of SELEX Group of co. (April-2017 – March 2024)
Position: Sales Manager

- *Developed comprehensive sales strategies and prepared detailed presentations that increased new customer acquisition by 15% in years.*
- *Sales strategy implementation.*
- *Monitored customer satisfaction levels, evaluated feedback, and coordinated with product development teams for impactful product improvements.*
- *Managed day-to-day operations of the team, including performance reviews, team meetings, coaching sessions, and recruitment activities.*
- *Customer Relationship Management (CRM)*
- *Sales Analytics*
- *Reporting & Analysis*
- *Market Research*
- *Product Strategy*
- *Pitching & Negotiation*
- *Budget Planning & Forecasting*
- *Lead Generation & Qualifying*
- *Digital Marketing & Social Media Selling*

Employer 2- SAUDIA BUILDERS TRAD. (SAUDIA GROUP OF CO.) (HARDWARE, BUILDING MATERIALS & ELECTRICALS) [2010-AUGUST – 2016 JUNE]

Position: sales Associate

- *PURCHASE COORDINATION FROM DUBAI AND CHINA*
- *FIRSTLY INTRODUCED TOTAL BRAND TOOLS IN QATAR*
- *FAMILIAR WITH OFFICE ADMINISTRATION*
- *COORDINATION WITH OUR BRANCH MANAGER.*
- *VISITED CHINA AND DUBAI*

Employer 3 - QATAR STAR TRADING & CONTRACTING (2007 MARCH – 2010 JUNE)

Position-Sales Executive

Employer 4 - ELITE GROUP OF COMPANY, THRISSUR, INDIA [2003 Nov – 2006 Oct]

Position- Marketing Assistant

Employer 5 - DATAPRO COMPUTERS, THRISSUR ,INDIA[2000 NOV – 2003 OCT]

Position- Computer Trainer