

FOULAD KOROTH

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faulaad459@gmail.com

Doha-Qatar



EDUCATION

• Diploma in E-Accounting

Smart Institute of Computer Education, January
2021 - 80%

• B.Sc. Microbiology

M.E.T. Arts & Science College, Nadapuram, 2018
Education Category - University of Calicut

SKILLS

- Sales Coordination
- Customer Relationship Management
- Quotation & Pricing Strategies
- Negotiation & Deal Closing
- Order Management
- Inventory Management
- MS Excel & Odoo (ERP)
- Client Communication
- Time Management
- Problem-Solving
- Product Knowledge
- Team Collaboration
- Documentaion & Reporting

PERSONAL DETAILS

- Date of Birth: 27/03/1997
- Nationality : India
- Passport No : T7869510
- Languages : English, Malayalam, Hindi, Tamil
- Qatar valid Driving License (Light Vehicle Automatic)

PROFESSIONAL SUMMARY

A dedicated and results-driven sales professional with extensive experience in coordinating sales operations, managing customer relations, and optimizing pricing strategies. Passionate about delivering high-quality service and fostering long-term client relationships, I am committed to driving success through effective communication and a customer-first approach. Continuously seeking to expand my expertise and contribute to the growth of the organization.

WORK EXPERIENCE

SALES COORDINATOR

(10/12/2022 - PRESENT)

DALLAS GLASS TEMPERING FACTORY - DOHA, QATAR

- Utilized MS Excel to accurately calculate product pricing, ensuring competitive and precise quotations.
- Generated comprehensive quotations and manufacturing work orders utilizing MS Excel and Odoo (ERP) for seamless operations.
- Managed and processed customer orders, maintaining timely communication through emails to ensure optimal customer satisfaction.
- Effectively handled customer phone inquiries, strengthening client relations and resolving queries promptly.
- Organized and maintained work order documentation, supporting efficient workflow and compliance.
- Negotiated competitive pricing and ensured high-quality materials were provided by liaising with customers, securing profitable agreements.
- Coordinated with internal production teams to guarantee timely and high-quality product deliveries.

SALES MAN

(2018 - 2020)

EVM CERAMICS - KOZHIKODE, KERALA, INDIA

- Responded to customer inquiries via phone, fostering strong client relationships and enhancing customer retention.
- Developed competitive pricing models and quotations, ensuring alignment with market trends and customer expectations.
- Engaged in strategic negotiations with customers to finalize deals, optimizing product pricing and material quality for mutual benefit.
- Managed inventory levels, ensuring adequate stock availability to meet customer demands without overstocking.
- Analyzed customer feedback to provide insights for continuous improvement in product offerings and sales strategies.