

# FAHAD V A

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**Nationality** : Indian  
**Location** : Doha, Qatar



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## Sales Executive

### Summary

Results-driven and accomplished Sales Executive with over 7 years of experience in the **Automotive industry** in Qatar. Demonstrated success in consistently exceeding sales targets and fostering strong client relationships, which has contributed to significant revenue growth. Adept at identifying market trends and customer needs to develop tailored solutions. I am now seeking a challenging role that will allow me to leverage my expertise in driving revenue growth and leading high-performing sales teams to achieve organizational objectives.

### Employment Record

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#### Sales Executive & Branch in Charge

**Jan 2023 – Mar 2025**

##### IMALCO – Doha, Qatar

- Assists members in determining tire needs, answers question and makes product recommendations. Sells tires using persuasive skills and product knowledge.
- Communicates with Tire Centre manager, buyers, receiving department and inventory auditors regarding special orders, quantity, status, price, delivery and promotion of merchandise.
- Learns and maintains current product knowledge on all tires, service and other product lines that are represented, as well as those of competitors.
- Verify with the service department that the appropriate services have been completed.
- Reaches established monthly goals.
- Maintains accurate inventories for tires, parts and other product lines.
- Analyzes, organizes and monitors daily activities.

#### Sales Executive & Assistant Branch in Charge

**Nov 2019 – Dec 2022**

##### IMALCO – Doha, Qatar

- Willingly provides superior customer service levels that exceed customer expectations while staying within company policies and guidelines.
- Listens effectively to understand and communicate in a business-like manner to both customers and employees all pertinent subject matter.
- Accurately answers questions both over the phone and at the store location.
- Determines and addresses the customer's needs, problems, complaints, requests, questions, and deadlines in a business-like manner.
- verify with the service department that the appropriate services have been completed.
- Follow daily opening and closing procedures accurately.

**IMALCO – Doha, Qatar**

- Working closely with the sales team on proposals and pitches for business.
- Putting together business cases for the sales teams to support their proposals.
- Replying to customers following requests for information and proposal requests.
- Explaining the technical features of a product to customers.
- Preparing customer quotations, negotiating tender and contract terms with customers.
- Developed and maintained strong relationships with key customers to generate new business leads.
- Prepare accurate estimates and billings for customers.

**Education**

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- **Bachelor of Business Administration**  
University of Calicut, India – **2013 to 2016**

**Professional Skills**

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- Good Leadership Qualities
- An eye for detail and the ability to maintain a very high level of accuracy.
- Ability to maintain strict confidentiality and uphold the integrity of the company.
- Ability to work in a Team and an Individual Environment
- An experienced team player who meets and exceeds team goals.
- Self-Confident and Quick Learner
- Time Management
- Good verbal and written communication skills.
- Excellent negotiation and problem-solving skills.

**Technical Skills**

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- Microsoft Application : MS OFFICE (Word, Excel, Power point, Outlook)
- Operating Systems : Windows (XP, Vista, 7, 8.1, 10).

**Personal Information**

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**Date of birth** : 11-06-1994  
**Gender** : Male  
**Marital Status** : Married  
**Languages known** : English, Hindi, Malayalam, Arabic, Tamil  
**Visa Status** : Valid Qatar ID

I hereby declare that all the information mentioned above is true to the best of my knowledge. I will make it my earnest Endeavour to discharge competency and carefully the duties you may be pleased to entrust with me.

Date:

Fahad VA