

Jazeer Mohamed Ibrahim

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Nationality: Sri Lankan | Driving License: Valid Qatar License



Professional Summary

Dynamic and target-driven Sales Executive with 9+ years of proven success in sales, client acquisition, and business development across competitive trading environments. Recognized for consistently exceeding sales targets, generating new revenue streams, and delivering tailored solutions to meet client needs. Strong ability to build long-term relationships, manage sales pipelines, and collaborate with cross-functional teams to achieve organizational growth.

Core Competencies

- Sales Target Achievement & Revenue Growth
- Client Relationship Management
- Product Presentation & Demonstration
- Negotiation & Deal Closing
- Market Research & Lead Generation
- CRM Tools: Salesforce, Zoho
- Team Collaboration & Coordination

Professional Experience

Sales Executive / *Al-Mutasaliq Trading Center – Doha, Qatar*

Jan 2017 – Present

- Developed and retained a strong customer base through proactive communication and follow-up strategies.
- Consistently achieved and surpassed monthly and annual sales targets, contributing to revenue growth.
- Conducted market research to identify new business opportunities, leading to expansion of client portfolio.
- Delivered compelling product presentations and tailored proposals to diverse clients.
- Negotiated pricing and closed high-value deals, boosting company profitability.
- Maintained detailed CRM records and produced accurate weekly/monthly sales reports.
- Coordinated with operations and logistics teams to ensure timely order processing and delivery.

Education

Advanced Level (Arts Stream)

Muslim Central College – Sri Lanka

Certifications

- Certified Sales Professional
- Sales & Negotiation Skills Workshop

Technical Skills

- Microsoft Office Suite (Word, Excel, PowerPoint)
- Google Workspace (Docs, Sheets, Slides)
- Point of Sale (POS) Systems

Languages

- English (Fluent)
- Arabic (Basic)
- Tamil
- Hindi
- Malayalam

Hobbies & Interests

- Business networking events & trade shows
- Public speaking & communication workshops
- Reading sales and business development books
- Traveling and exploring new markets
- Team sports (leadership & teamwork)

Visa Details

- Transferable Visa with NOC.

References

Available upon request.