



+974 77742628

abidkoodathai760@gmail.com

Doha, Qatar

EDUCATION

- S.S.L.C**
Board of Public Examination, Kerala

CORE COMPETENCIES

- Sales Strategy
- Team Leadership
- Revenue Growth
- Customer Relationship Management
- Market Trend Analysis
- Performance Optimization
- Budget Management
- Staff Development
- Forecasting and Planning
- Inventory Management
- Retail Operations Expertise

COMPUTER SKILLS

- Basic Computer skill
- Well versed in Internet

SAINULAABEEDH KOOMULLA KANDIYIL

CAREER OBJECTIVE (Medium Truck & Bus Driver Position)

To obtain a Medium Truck and Bus Driver position where I can apply my driving experience and time management skills. Committed to safe, timely, and professional transport of goods and passengers.

PROFILE SUMMARY

Experienced and safety-focused Medium Truck and Bus Driver with **10 + years across Qatar, Saudi Arabia, and Kuwait**. Skilled in route planning, timely deliveries, and vehicle safety compliance. Known for reliability, discipline, and excellent customer service.

WORK EXPERIENCE



- SALES EXECUTIVE | 2017 - 2025**
Safa International Co. Doha-Qatar
 - Conducting thorough market research to identify potential sales opportunities and assess customer needs.
 - Proactively exploring new sales prospects by employing methods such as cold calling, networking, and leveraging social media platforms.
 - Scheduling meetings with prospective clients to understand their requirements and address any inquiries or concerns they may have.
 - Developing and delivering effective product and service presentations tailored to meet clients' specific needs.
 - Regularly compiling and presenting comprehensive sales and financial reports to track performance.
 - Ensuring the availability of sufficient stock for both sales and product demonstrations.
 - Building and maintaining strong relationships with existing clients to foster loyalty and repeat business.
 - Collaborating with the marketing team to develop and execute strategies to boost sales and brand visibility.
 - Negotiating sales contracts and agreements with clients, ensuring mutually beneficial terms.
- VAN SALESPERSON | 2014 - 2016**
AL-Rabie Saudi Food Co. Ltd.
 - Communicated effectively with customers through various channels, including phone, email, and in-person interactions.
 - Successfully negotiated with customers to close vehicle sales deals.
 - Promoted and sold additional finance products to enhance customer satisfaction and company revenue.



PERSONAL SKILLS

COMMUNICATION

Interpersonal skills – verbal, problem solving and listening skills in any administrative role

SERVICE

Having a customer focused approach, Skills include Patience, Attentiveness and a positive language

ORGANIZATION

Helping others, organizing a to-do list. Prioritizing tasks by the deadline for improving time -management.

MANAGEMENT

Management skills to direct others and review others performance



PERSONAL DETAILS

Nationality : Indian
Date of Birth : 10/01/1984
Gender : Male
Marital Status : Married
Religion : Islam
Passport No : U5162233
Visa Status : Transferable



LANGUAGES KNOWN

- English
- Hindi
- Arabic
- Malayalam

- Conducted professional appraisals of part-exchange vehicles, reaching valuations in alignment with the Sales Manager's recommendations.
- Maintained an in-depth knowledge of the company's product line to provide accurate and helpful information to customers.
- Demonstrated exceptional interpersonal skills to build and maintain strong customer relationships.
- Collaborated with the Sales Manager to strategize and meet sales targets.

- SALES EXECUTIVE | 2008 - 2013**
Al Manhal Water Co., Saudi Arabia

- Participate on behalf of the company in exhibitions or conferences.
- Negotiate/close deals and handle complaints or objections.
- Collaborate with team members to achieve better results.
- Gather feedback from customers or prospects and share with internal teams.

- SALES EXECUTIVE | 2004 - 2008**
Naif Chicken Co, Kuwait

- Meeting and greeting customers and making them feel welcome
- Devising and implementing the organization's sales strategies
- Finding new channels for selling and distribution of products
- Building rapport with a customer and subsequently closing the deal
- Building relationships with new customers and distributors
- Demonstrating products to customers and Maintaining good business relationships with existing clients
- Deal with customer feedback, enquiries, complaints and refunds