

NOYAL P JOHN

Sales Executive / Driver

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Profile Summary

Results-oriented sales professional with over 8 years of experience in driving sales, building client relationships, and providing technical support. Skilled in product presentations, proposal management, and negotiating to meet client needs. Proven track record in leading teams, managing accounts, and delivering exceptional customer service. Fluent in English, Hindi, and Malayalam, with expertise across lubricants, industrial tools, and construction sectors.

Skills

- Sales-management
- Relationship Building
- Technical - Support
- Customer Service
- Team management
- Performance Improvement Planning

Experience

Sales Executive (ENOC)– Al - Attiya Trading and Contracting (Jan 2024 - Present)

- Sales & Relationship Building: Identifying client needs, communicating product benefits, and building strong relationships aligns with executing marketing programs and working with distributors.
- Product Presentation: Showcasing ENOC Lubricants' products through presentations and demonstrations aligns with face-to-face selling and closing sales.
- Quoting and Proposal: Aligning proposals with client needs and managing credit and pricing aligns with implementing the local sales plan.
- After Sales Support: Providing technical assistance post-sales, maintaining accurate records, and supporting distributors aligns with effective resource utilization.

Service Engineer – Dew chem Trading & Contracting (Jul 2022- Aug 2023)

- Conducted construction checks, walk-throughs, pre-commissioning, and commissioning activities.
- Performed water sample testing per Qatar Cool and Marafeq Qatar flushing parameters.
- Designed systems in compliance with BSRSA flushing standards.
- Led and supervised the team, preparing daily reports and establishing efficient schedules

Messenger/Driver – FK Tools (Aug 2014- Feb 2022)

Handled sales for Clarke Industrial Tools, Makita, Bosch and Dewalt Tools

- Excellent negotiation with proficient in English, Hindi and Malayalam
- Manage multiple accounts for delinquency and debt collection efforts
- Send past due notices for delinquent accounts or for missed settlement payments
- Coordinating with production team for timely sourcing and to avoid production delays
- Maintaining accounts and follow-up

Sales Executive – Amasco Trading Co (Sep 2012- Jun 2014)

Handled sales for Office supply Products & IT products (HP, Dell, Brother, etc.)

- Spearhead sales efforts for HP, Dell, and other office supply products to achieve targets and grow market presence.
 - Leverage excellent negotiation skills to close deals and maintain favorable terms with clients.
 - Manage multiple accounts, ensuring timely debt collection and reducing delinquency rates.
 - Send past-due notices for delinquent accounts and follow up on missed settlement payments.
 - Collaborate with the production team to ensure timely sourcing of products, avoiding production or delivery delays.
 - Maintain updated account records and regularly follow up with clients to build long-term relationships.
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Education

Qualification	Institute	Stream/Specialization	Passing Year
Diploma	Acharya Institute of Technology	Dip. Mechanical Engineer	2011

Languages

- English
- Hindi
- Malayalam
- Tamil

Personal Details

- Full Name: Noyal P John
- Date of Birth: 8/5/1991
- Phone: +974-7715 9391
- Email: noyalpj@gmail.com
- Nationality: INDIAN
- Marital Status: Married
- Place: Doha Qatar