



SOORAJ THAZHE KIZHAKKAYIL

Address: Al Rayan st,Doha,Qatar
Phone: +974 6688-9694
Email: sooraj9299@gmail.com
LinkedIn: www.linkedin.com/in/SOORAJ

SUMMARY

As an accomplished sales professional with an MBA, my objective is to leverage my expertise in driving revenue growth, developing high-performing teams, and implementing strategic sales initiatives. I aim to contribute my proven track record of exceeding targets and building long-term client relationships to support and accelerate organizational success.

WORK EXPERIENCE

Business Development Executive, UNIFCO WLL-FENER LED Lights-Doha, Qatar. April 2015 - Present

- **Lead Generation & Qualification:** Proficient in identifying and qualifying potential customers through diverse methods, including cold calling, networking, online research, referrals, and industry event attendance.
- **Sales Pipeline Management:** Expertise in managing and nurturing leads throughout the sales process, meticulously tracking interactions and strategically prioritizing opportunities for conversion.
- **Client Relationship Management:** Skilled in building and maintaining strong relationships with existing clients, ensuring retention and proactively identifying upselling and cross-selling opportunities.
- **Needs Analysis & Solution Presentation:** Adept at understanding customer needs and challenges through active listening and insightful questioning, effectively presenting and demonstrating product/service value propositions.
- **Proposal & Quote Development:** Experienced in creating customized proposals and quotes tailored to specific customer needs and requirements, maximizing deal closure potential.
- **Contract Negotiation & Closing:** Proven ability to negotiate contracts and close deals successfully, balancing profitability with client satisfaction and long-term partnerships.
- **Tender Management:** Competent in preparing and submitting comprehensive tender documents, including technical proposals, financial proposals, and company profiles/documents.
- **Sales Analysis & Reporting:** Proficient in tracking and analyzing sales data to identify trends and opportunities, preparing sales collection forecasts and delivering timely sales reports.
- **Driving Business Growth:** Key contributor to company growth since 2015, delivering a 38.3% compound annual growth rate in customer acquisition and a 30.6% CAGR in revenue growth.

Management Consultant, DeValor Management Consultancy-Kerala,India. April 2012 - April 2015

- **Business Analysis:** Conduct thorough research and data analysis to gain deep understanding of client businesses and their challenges.
- **Stakeholder Engagement:** Effectively interview employees and stakeholders at all levels to gather diverse insights and perspectives.
- **Solution Development:** Develop innovative and practical solutions, creating actionable recommendations for process improvement and strategic change.
- **Client Communication:** Craft compelling proposals and deliver persuasive presentations to win clients and clearly articulate proposed solutions.

- **Project Management:** Manage project timelines and budgets effectively, ensuring projects are completed on time and within budget.
- **Implementation Support:** Provide support in implementing recommended solutions, facilitating successful adoption and achieving desired outcomes.
- **Strategic Thinking:** Identify key areas for improvement across various business functions, including strategy, operations, HR, and technology.
- **Problem Solving:** Analyze complex business problems, develop creative solutions, and drive positive change within organizations.

PROJECTS

- Replacement of energy efficient LED lamp to replace conventional FL Lamp at Qatar Foundation - Carnegie Mellon University, Virginia Commonwealth University, Georgetown University, Central Plants, Students Accommodations, Qatar Foundation Head quaters.
- Supply, Installation & Commissioning solar PV inverters and to integrated with BMS System at WCMC-Qatar Foundation.

AREA OF EXPERTISE

- Developing innovative marketing plan.
- Flair for closing deals.
- Client marketing campaigns.
- Dealer development.
- Building relationship
- Market Knowledge
- Sales Planning & Coordination.
- Analytical & Problem-Solving
- Teamwork
- Reporting

EDUCATION

Master of Business Administration-MBA

Aug 2010 - Oct 2012

SRM Campus -Anna University, Chennai-INDIA.

- Specialized in Marketing & Human resources.

Bachelor of Science-Computer Science

Aug 2007 - Oct 2010

RVS Campus -Bharathiyar University,Coimbathur-INDIA

- Specialized in Computer language
- Diploma in Computer networking.

PROFESSIONAL COURSE

Professional Digital Marketing Maestro Course

Brain Cyber Solution, Cochin — Completed in 2024

- Covered Social Media Marketing and Meta Ads
- Gained hands-on experience in digital strategy and campaign management

PERSONAL DETAILS

- Date of Birth: 15-02-1989
- Gender: Male
- Nationality: Indian
- Passport No: V5287208
- Qatar ID: 28935627923
- Qatar Driving License: Yes