

ABDUL BASEER QURESHI

Sales Supervisor

+974 77460378 @ abdul.queshi70@gmail.com valid QID and tranferable
Doha Qatar ☆ Driving license

EXPERIENCE



Store Supervisor

12/2019 - 03/2025

Pan Home

Qatar

- Handled all customer-related issues in a gracious manner and in accordance with company policies.
- Planned and prepared work schedules and assigned staff to specific duties.
- Ensured that customers received prompt service.
- Interviewed, hired, trained, evaluated, dismissed, and promoted staff, and resolved staff grievances.



Sales Representative – Building Materials

03/2014 - 11/2017

Prime Focus Ltd

- Manage a territory of 100+ active accounts, generating over \$1.2M in annual sales.
- Work directly with contractors, remodelers, and builders to provide product recommendations and competitive pricing.
- Grew territory sales by 28% over 2 years by developing strong relationships and identifying new construction projects.
- Provide on-site consultations to ensure proper material selection and delivery scheduling.
- Prepare quotes, process orders, and resolve service issues to ensure customer satisfaction.
- Utilize Salesforce CRM to track sales activities, manage pipeline, and forecast revenue.



Sales Associate

01/2011 - 08/2015

Makuta pvt ltd

A leading building material company in India

- Supported outside sales reps with quotes, order entry, and customer communication.
- Assisted walk-in contractors and customers at the counter with product selection.
- Gained hands-on experience with a wide range of building materials and fasteners.
- Managed inventory checks and collaborated with the warehouse team for smooth logistics.

EDUCATION

Bachelor of Multimedia (BMM)

09/2006 - 06/2010

International Academy of Computer Graphics

Hyderabad, India

Computer Graphics and Animation (CGA)

04/2004 - 06/2006

Frobel's Jr. College

Hyderabad, India

S.S.C

01/2004 - 01/2004

Vikas High School

Hyderabad, India



SUMMARY

Dynamic and results-oriented Sales Representative with 6+ years of experience in the furniture and building materials industries. Skilled in B2B and retail sales, with a strong ability to assess customer needs and recommend tailored product solutions for residential and commercial projects. Proven track record of meeting and exceeding sales targets by building lasting client relationships, providing expert product knowledge, and coordinating with logistics teams to ensure timely delivery. Adept at working with contractors, designers, and end-users across both sectors.

SKILLS

Microsoft Office · Photoshop · Gmail ·
Time Management · Customer Support ·
Conversation Skills · Management Skills ·
Selling Skill · Analytical Skills ·
Team Management · Customer Retention ·
Customer Relationship

LANGUAGES

| | | |
|---------|------------|------|
| ENGLISH | Proficient | ■■■■ |
| HINDI | Native | ■■■■ |
| URDU | Native | ■■■■ |
| Arabic | Beginner | ■■■■ |