

AHAMED ASFAK ABDUL SATHTHAR



CONTACT

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- Doha-Qatar

EDUCATION

- Diploma in Computerized Accounting Package - 2015
- Completed Managing Safety (IOS) - 2013
- Completed Advance Level - Passed - 2012

SKILLS

- Communication
- MS Office Suite
- Problem Solving
- Time Management
- Team Collaboration

PERSONAL INFO

- Name - Ahamed Asfak Abdul Saththar
- Date Of Birth - 10-07-1994
- Gender - Male
- Civil Status - Married
- Nationality - Sri Lankan
- Passport No - N11524371
- Visa - QID Valid Visa
- Valid Qatar License - Light Vehicle
- Religion - Muslim

LANGUAGES

- English
- Arabic
- Hindi
- Malayalam
- Tamil
- Sihalam

PROFILE

Highly motivated and results-driven car sales professional with 6 years of experience in automotive sales and customer service. Proven ability to exceed sales targets, build long-term client relationships, and deliver exceptional buying experiences. Skilled in product knowledge, persuasive communication, financing options, and closing deals efficiently. Strong understanding of dealership operations.

WORK EXPERIENCE

ALTQNYAH ALFAEQH FOR CARS W.L.L- Qatar 2018 - 2024

- Provide expert guidance to customers on vehicle features, benefits, and financing options, helping customers make informed purchasing decisions.
- Build and maintain strong relationships with customers, ensuring high levels of satisfaction and fostering repeat business.
- Train and mentor new sales staff on best practices, dealership procedures, and customer interaction techniques.
- Utilized CRM systems to track leads, follow-ups ,and customer interactions, ensuring high conversion rates.
- Ask probing questions to identify the type of vehicle the customer is interested in (Eg. sedan, SUV, truck) and their budget.
- Discuss payment options such as cash, financing, and leasing, explaining terms and interest rates.
- Build long-term relationships with customers to encourage repeat business and referrals
- Arrange test drives for customers, ensuring they are comfortable with the car and fully informed about its features during the experience.

HAN/SON'S MOTORS- SRI LANKA 2017-(1YEAR)

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