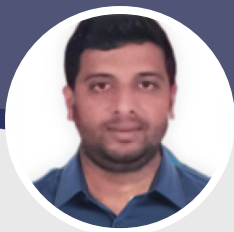


YASEEN HUSSAIN



Personal

- Address**
Abu Hamour
Doha
- Phone number**
70689475
- Email**
yasi253@gmail.com
- Date of birth**
25-03-1985
- Place of birth**
India
- Gender**
Male
- Nationality**
India
- Marital status**
Married
- Driving license**
Qatar driving license

Languages

- English ● ● ● ● ●
- Malyalam ● ● ● ● ●
- Hindi ● ● ● ● ●

To be a part of a Growing Organization with a focused vision along with a Strong and Open Minded Leadership, wherein I can utilize my **Sales, Marketing & Administrative** skills and sharpen them further so as to become a better resource in Achievement of Organizational Goals and Objectives

Work experience

Business Development Executive

Feb 2022 - Present

Spectrum Industries Co. W.L.I, Qatar

- Perform daily outbound visits and calls to targeted accounts/sites, introducing our materials/products, and
Generating leads and sales
- Sending company profile to customers through mail and requesting for appointment
- Maintain a detailed customer relationship management and agreements
- Reporting to the daily visit to Sales Supervisor or Sales Manager
- showing customers our product/materials and how it will help them in their business.

Negotiating with Customer for price and credit terms

- Focus on getting new customers while still doing business with existing customers/accounts
- Making Daily reports, submitting invoices, and collecting payments by cash or cheques.
- Answering customer inquiries and requirements by emails and calls and giving quotations and submittals.
- Submitting Statement of Accounts (Email or by-hand) and checking/follow-up for payments and over dues
- Submitting product / material samples / material submittal to customers for approval of products.

Marketing Executive

Nov 2015 - Dec 2021

SPECIALIZED IMPORT AND TRADING CO. W.L.L, Qatar

- Listening to customer requirements and presenting appropriately to make sales
- Maintaining and developing relationships with existing customers in person via calls and mails
- Cold calling to arrange meetings with potential customers to prospect for new business
- Responding to incoming mails and phone queries
- Acting as a contact between a company and its existing and potential market
- Gathering market and customer information
- Negotiating on price, costs, delivery and specifications with buyers and managers
- Making accurate, rapid cost calculations and providing customers with quotations
- Attending team meetings and sharing best practices with them

Education and Qualifications

Bachelor of Business Management

Apr 2002 - Mar 2005

Mangalore University, Mangalore

Bachelor of Business Management Mangalore
University

Skills

- Microsoft word ● ● ● ● ●
- Microsoft Excel ● ● ● ● ●