

# ARIF KOTTARATHIL

## CONTACT INFORMATION

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+974-71461094  
arifkottarathil@outlook.com  
Doha, Qatar.

Dynamic Business Development / Sales Executive with a solid track record in driving growth and enhancing client relationships. Over a year of experience at Aysel Technologies, focusing on strategic marketing and effective communication to boost sales performance. Proficient in customer service, negotiation, and teamwork, leveraging these skills to forge strong connections and meet business objectives. Committed to continuous improvement and adapting to market trends to ensure sustained success. Excited to bring expertise to a sales executive role, contributing to an innovative team environment.

## EXPERIENCE

### **Business Development , Aysel Technologies, Doha, Qatar. May 2024 - Current**

Serving as a Business Development at Aysel Technologies involves leading initiatives to drive growth and establish a strong market presence. This position is crucial for identifying new business opportunities and developing strategic partnerships that align with the company's objectives. Engaging with clients and understanding their needs is essential for tailoring solutions that foster long-term relationships.

#### Key Responsibilities:

- Identifying and pursuing new business opportunities to enhance market reach.
- Developing and nurturing relationships with key stakeholders and clients.
- Creating strategic plans to meet financial targets and business goals.
- Collaborating with cross-functional teams to implement effective sales strategies.

### **Shop Keeper, Sowgandh Shopping Centre Palakkad, India. Sep 2019 - Apr 2024**

- Managed daily operations and inventory control at Sowgandh Shopping Centre.
- Developed strong client relationships to enhance customer loyalty and satisfaction
- Implemented strategic marketing initiatives to boost in-store promotions and sales.
- Trained and mentored staff to improve service quality and team performance.
- Analyzed sales data to identify trends and optimize product offerings.

### **Shop Manager, Vibrant Trade WLL, Doha, Qatar. May 2018 - Aug 2019**

- Directed daily operations, optimizing inventory management and sales strategies.
- Cultivated strong client relationships, enhancing customer satisfaction and loyalty.
- Implemented strategic marketing initiatives to drive brand awareness and increase sales.
- Trained and mentored staff, fostering a collaborative team environment.
- Analyzed market trends, adapting practices to maximize growth opportunities.

### **E commerce Manager, Sowgandh Shopping Centre, Palakkad, India. Sep 2015 Apr 2018**

- Directed e-commerce strategy and operations to significantly enhance online sales performance.
- Developed and implemented digital marketing campaigns, driving customer engagement and retention.
- Analyzed market trends and consumer behavior to optimize product offerings and pricing strategies.
- Collaborated with cross-functional teams to streamline order fulfillment and improve customer service.
- Maintained strong client relationships, ensuring satisfaction and repeat business.

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## Experience

### **Sales Executive , GETP Holding, Doha, Qatar. May 2010 Aug 2015**

Serving as a Sales Executive at GETP involves leading initiatives to drive growth and establish a strong market presence. This position is crucial for identifying new business opportunities and developing strategic partnerships that align with the company's objectives. Engaging with clients and understanding their needs is essential for tailoring solutions that foster long-term relationships.

Key Responsibilities:

Identifying and pursuing new business opportunities to enhance market reach.  
Developing and nurturing relationships with key stakeholders and clients.  
Creating strategic plans to meet financial targets and business goals through Tenders and Contracts.  
Collaborating with cross-functional teams to implement effective sales strategies.

### **Shop Keeper, Real Super Shop Palakkad, India. Apr 2003 - Apr 2010**

Managed daily operations and inventory control at Real Super Shop  
Developed strong client relationships to enhance customer loyalty and satisfaction.  
Implemented strategic marketing initiatives to boost in-store promotions and sales.  
Trained and mentored staff to improve service quality and team performance.  
Analyzed sales data to identify trends and optimize product offerings

### **Sales Supervisor, Sea Queen Enterprises Kochi, India. Feb 1996 - Mar 2003**

## SKILLS & ABILITIES

Business Development, Account Management, Cross-Functional Collaboration, Customer Relationship Management Software, Strategic and Social Selling, Strategic Marketing, Effective Communication, Conversational English, Hindi, Malayalam and Tamil

## EDUCATION

Jul 1994 -Dec 1995 PRE-Degree Commerce, University of Calicut

Co Operative College Palakkad

Jun 1989 -Mar 1994 High School, Holy Trinity School

Palakkad

Oct 1994 - Dec 1994

Diploma, Brilliant Computers Palakkad

Computer Hardware Assembly and Software Installation and Troubleshooting

## PASSPORT & LICENSE

Jan 2018 - Jan 2028 Passport R8066007 Kochi

Sep 2011 - May 2029 Driving License 27835630604 Qatar