

# BILAL SAMANI



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Doha, Qatar

## EDUCATION

- MBA – Marketing (2023–2025)**  
IIBM
- BMS – Marketing (2019–2022)**  
Joshi Bedekar College of Commerce
- HSC – (2017–2019)**  
St. John the Baptist College of Commerce
- SSC – (2005–2017)**  
S.V.E.M

## CORE SKILLS

- B2B & B2C Sales
- Business Development
- Client Acquisition & Retention
- Key Account Management
- HVAC & Technical Sales
- School / Institutional Sales
- Lead Generation & Cold Calling
- CRM & After-Sales Support
- Operations Coordination
- Microsoft Excel (Pivot, VLOOKUP, Dashboards)

## LANGUAGE

- English
- Hindi
- Marathi
- Arabic (Basic - Learning)
- Spanish (Basic)

## HOBBIES

- Fitness
- Video editing
- Learning New Languages
- Swimming

## ADDITIONAL DETAILS

- Visa Status: Qatar Work Visa (Valid)
- Availability: Immediate
- Driving License: Indian

## PROFESSIONAL SUMMARY

Results-driven Sales & Business Development professional with 4+ years of experience in B2B & B2C sales, HVAC solutions, school transport technology, and operations coordination. Proven ability to exceed KPIs, close high-value deals, manage key accounts, and build long-term client relationships. Currently based in Qatar and available for immediate joining.

## WORK EXPERIENCE

### Business Development & Operations Manager Evercool Engineers (HVAC- Carrier Toshiba & Midea)

May 2025 – December 2025

- Managed sales and operations across 5+ territories, improving product sales and service performance by 12%
- Exceeded monthly sales KPIs by 30% (April–June)
- Coordinated with clients, suppliers, and logistics teams to ensure timely project delivery
- Supervised team members and delegated daily operational tasks
- Managed AMC/SPMS renewals and supported new project acquisition

### Business Development Manager Technomanya Solutions Pvt Ltd- Intel Rides

February 2025 – May 2025

- Closed deals with international schools for AI-based transport safety solutions
- Executed lead generation through seminars, school visits, and data collection
- Conducted presentations for school management and stakeholders
- Supported end-to-end sales cycle from prospecting to closure

### Sales and Marketing Trainee Force Motors

May 2024 – July 2024

- Supported sales of commercial buses and institutional vehicles
- Assisted in client meetings, negotiations, and documentation
- Conducted market research on vehicle sales trends and customer preferences

### Customer Support and Service Manager Evercool Engineers (HVAC- Carrier Toshiba & Midea)

July 2021 – July 2023

- Maintained strong client relationships, achieving 80% customer retention
- Exceeded sales KPIs by 30% for multiple consecutive months
- Conducted daily cold calls with a 5–10% closing rate
- Provided after-sales coordination and issue resolution

### Youth Leader Of Sales & Marketing Homeflic Wegrow

May 2021 – June 2021

- Generated and converted leads for online courses
- Achieved sales targets through cold calling and customer coordination

## RESEARCH/PROJECTS

- Study of Consumer Behaviour towards Mc Donalds product
- Analysis of Vehicle Sales Trends Customer Preferences At Force Motors

## CERTIFICATIONS

- Google Digital Garage – Digital Marketing
- Tally ERP 9 with GST
- Excel (Advanced – Pivot Tables, Dashboards)
- TCS iON Career Skills
- Bajaj Finserv – Banking, Finance & Insurance