

FAISAL T

SALES & MARKETING EXECUTIVE

PROFESSIONAL SUMMARY

Dynamic and target-oriented Sales & Marketing professional with robust experience in account management, market expansion, and customer relationship management. Skilled in sales strategy development, lead generation, sales presentations, and negotiation. Proficient in CRM systems, MS Office, sales reporting, and performance analytics. Strong communication, problem-solving, and interpersonal abilities to drive sustainable revenue growth.

CONTACT

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Location: Al Aziziya, Doha, Qatar

Sales & Marketing Executive | Dec 2020 – Oct 2025

Nana Trading WLL | Qatar

- Managed and expanded a client portfolio of 150+ accounts across multiple sectors.
- Conducted market research, competitor analysis, and opportunity assessments.
- Implemented marketing campaigns and product launches, increasing brand visibility by 40%.
- Achieved and exceeded monthly and quarterly sales targets consistently.
- Prepared sales forecasts, KPI reports, and performance analytics for management.
- Trained and mentored new sales staff on sales techniques and CRM usage.
- Negotiated contracts and closed high-value deals with key corporate clients.

Sales & Marketing Executive | Feb 2018 – Sep 2020

Blue Sky Trading WLL | Qatar

- Developed sales strategies to increase market share, lead generation, and revenue growth.
- Built and maintained strong client relationships, increasing repeat business by 30%.
- Delivered product demonstrations, presentations, and promotional events.
- Coordinated with internal teams for timely deliveries and customer satisfaction.
- Monitored competitor activities and executed marketing strategies.
- Achieved and exceeded monthly, quarterly, and annual sales KPIs.

ACADEMIC HISTORY

Higher Secondary (2013)

Secondary Education Board of Kerala

S.S.L.C (2010)

Board of Examination, Kerala

KEY SKILLS

- Sales & Business Development
- B2B & B2C Sales Management
- Marketing Strategy & Campaign Execution
- Lead Generation & Prospecting
- Negotiation & Closing Skills
- Market Research & Competitive Analysis
- Sales Forecasting & Reporting
- Account Management & Client Retention
- Communication & Presentation Skills
- Target-Driven & Result-Oriented

TECHNICAL SKILLS

- MS Office (Word, Excel, PowerPoint)
- Sales Reporting & Analytics Tools

ACHIEVEMENTS

- Consistently exceeded sales targets and earned top performer recognition.
- Expanded client portfolio, resulting in 30% higher repeat business.
- Implemented marketing campaigns, increasing brand engagement by 40%.
- Closed high-value contracts with key corporate clients.
- Mentored and trained new sales executives to improve team performance.

PERSONAL DETAILS

- Nationality: Indian
- Date of Birth: 24/08/1992
- Marital Status: Married
- Visa Status: Work Visa
- Passport No.: J7625426
- Driving License: Qatar & India
- Languages: English, Hindi, Malayalam