

**RAMEESH ABDULLA**  
**ACCOUNT MANAGER / BUSINESS DEVELOPMENT**  
**MANAGER/ SENIOR BUSINESS DEVELOPMENT**  
**EXECUTIVE**  
**Doha, Qatar**

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**PROFESSIONAL SUMMARY**

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Experienced and results-oriented Senior Business Development Executive with over 8 years of success in the building materials industry, focused on project-based sales across Qatar. Specialized in identifying business opportunities, managing strategic accounts, and developing strong relationships with contractors, consultants, and key decision-makers in the construction sector. Expert in navigating tendering processes, understanding technical product specifications, and securing contracts for major infrastructure and commercial projects. Proven ability to drive revenue growth, penetrate new markets, and exceed sales targets. Recognized for strategic thinking, market insight, and effective coordination between internal teams and external stakeholders to ensure project success

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**WORK HISTORY**

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**Senior Business Development Executive, 08/11/2017 -  
till date. Trading & contracting Company  
Under -Total Interior Solutions WLL - Doha, Qatar**

- Developed and managed a strong pipeline of large-scale construction and infrastructure projects across Qatar, focusing on long-term supply contracts for building materials.
- Built and maintained strong client relationships with key stakeholders including contractors, consultants, project managers, and procurement officers.
- Led tendering and bidding processes, ensuring compliance with client specifications and technical requirements.
- Achieved and exceeded annual sales targets consistently
- Collaborated closely with internal technical, logistics, and finance teams to ensure smooth delivery and customer satisfaction throughout the project lifecycle.
- Conducted regular market research to identify new business opportunities and emerging trends in the Qatari construction industry.
- Represented the company at major industry events, trade shows, and project meetings to enhance brand visibility and generate leads

**Sales Engineer, 5/03/2017 – 07/11/2017**

**M. Darmaki Commercial Agencies Est, Abudhabi-  
UAE**

- Managed sales of building materials for commercial, residential, and infrastructure projects across the UAE.

- Engaged with consultants, contractors, and project managers to promote technically suitable products and secure approvals.
- Prepared and submitted detailed technical proposals, quotations, and tender documents in line with project specifications.
- Conducted market research to identify potential clients and new project opportunities within the UAE construction sector.
- Delivered on-site technical presentations and provided after-sales support to ensure client satisfaction and proper product application.
- Consistently achieved and exceeded monthly sales targets.
- Built strong client relationships that resulted in repeat business and long-term partnerships with key accounts.

### EDUCATION

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- **Bachelor Of Business Management**
- **Diploma in Logistics and Supply Chain Management**

### SKILLS

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- Account management and client retention
- Sales strategy development and execution
- Building and maintaining strong client relationships
- Lead generation and pipeline management
- Negotiation and contract closing
- Customer needs analysis and solution selling
- Revenue growth and target achievement
- Cross-functional team collaboration
- Excellent communication and presentation skills
- Market research and competitive analysis
- Problem-solving and conflict resolution

### PERSONAL SNIPPETS

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- **Date of Birth / Age:** 19.03.1993
- **Nationality:** Indian (Kerala)
- **Marital Status:** Married
- **Visa Status:** Transferable

### LANGUAGES

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- English
- Hindi
- Malayalam
- Tamil