

YASEEN HUSSAIN

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(Doha, Qatar)



CAREER OBEJECTIVE

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

Highly accomplished and result-oriented Sales & Marketing professional having in **Qatar & India** of diversify experience in Sales, Marketing, Business Development and Strategic Planning

PROFESSIONAL EXPERIENCE

Spectrum Industries co. W.L.L (Division of safety materials) – DOHA QATAR (February 2022 TILL DATE)

Worked as a **Sr. Business Development Executive** (Reported to Marketing Manger)

RESPONSIBILITIES

- 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 customers 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.

SPECIALIZED IMPORT AND TRADING CO. W.L.L (November 2015 to December 2021)

Worked as a **Marketing Executive** (Reported to Sales Manager)

RESPONSIBILITIES

- 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
- Recording sales and order information and sending copies to the sales office or entering into a Computer system
- Making accurate, rapid cost calculations and providing customers with quotations
- Attending team meetings and sharing best practices with them

SAFA INTERNATIONAL CO. W.L.L – DOHA QATAR (January 2012 – April 2015)



Worked as a **Sales Executive**

RESPONSIBILITIES

- Good knowledge with dealing customer.
- Responsible for the achievement of the sales target set by the Company.
- Maintaining and updating the market search and sales reports.
- Built and maintained the relationships with the customers and suppliers.
- Prepared market surveys, reports on competitors' strategies etc.
- Design attractive presentations for the promotional campaign of the product.
- Responsible for providing quotes, generate sales, promote sales and marketing

MALABAR GOLD - Karnataka -Mangalore - INDIA (3 years) (July 2006 to November 2009)

Worked as a **Sales Executive**

EDUCATIONAL QUALIFICATION

Examination Passed	Board/University	Year of Passing
B.B.M	Govinda Dasa College Surathkal, Bachelor of Business Mangement Mangalore University, Bangalore	2005
P.U.C /12 th	St.Joseph Pre-University College, Bajpe Department of Pre-University Education , Bangalore	2002
S.S.L.C	Shree Narayana Guru English Medium High School Examination Board, Bangalore	2000

PERSONAL DETAILS

Name : Yaseen Hussain
Father's Name : K.M. Hussain
Date of Birth : 25-03-1985
Status : Married
License : **Qatar Valid License**
Languages Known : English, Hindi, Malayalam, and Tamil
Sex : Male
Nationality : Indian
Religion : Islam
Qatar ID. No. : **28535621568**
Visa status : Transferable Visit (NOC)

DECLARATION

I hereby state that the information given above is true and correct to the best of My knowledge.

Place: Doha - Qatar
Date:

(YASEEN)