

SUBAIR KARTHODAN

Sales Representative

+974 55843531

subairkrthdn@gmail.com



PROFILE

Results-driven Sales and Marketing professional with over 15 years of experience in Qatar across FMCG and facility management sectors. Skilled in client relationship management, sales strategy execution, and business development. Proven ability to exceed sales targets, identify new market opportunities, and deliver customer-focused solutions. Seeking to contribute to organizational growth while continuously enhancing professional skills.

WORK EXPERIENCE

Marketing Executive

Barq Facility Management Company, Doha, Qatar

Aug 2025 – Present

- Develop and implement marketing strategies for facility management services including Fire Safety Systems, ELV Systems, HVAC, and MEP maintenance.
- Identify and target potential clients such as commercial buildings, hospitals, malls, and residential compounds.
- Prepare marketing proposals, service presentations, and client documentation.
- Coordinate with the sales team to generate new business opportunities.
- Conduct market research to track industry trends and competitor activities.
- Manage social media platforms and digital marketing campaigns.
- Build and maintain strong client and partner relationships.
- Assist in tender documentation and bid submissions.

Sales Representative

Five Group Trading Co. W.L.L, Doha, Qatar

May 2023 – July 2025

- Developed and executed sales strategies, driving significant revenue growth in assigned territory.
- Managed key accounts, ensuring high levels of customer satisfaction and retention.
- Consistently exceeded monthly sales targets and increased market share.
- Prepared detailed sales reports including forecasting and performance analysis.
- Collaborated with marketing teams to execute promotions and increase product visibility.

Sales Representative

Nestlé Qatar Trading LLC, Doha, Qatar

April 2012 – July 2022

- Maintained strong relationships with existing customers and developed new client accounts.
- Negotiated pricing, contracts, and payment terms.
- Promoted new products and special offers to maximize sales.
- Managed order processing, reporting, and feedback to management.
- Achieved and exceeded territory sales targets consistently.
- Resolved customer service issues efficiently.
- Maintained accurate and updated customer records.

Sales Executive

Al Jazeera Water Company, Doha, Qatar

October 2007 – March 2012

- Developed and implemented effective sales strategies.
 - Identified new distribution channels and business opportunities.
 - Built strong customer relationships and successfully closed sales deals.
 - Delivered excellent customer service and enhanced client satisfaction.
-

EDUCATION

- **Bachelor's Degree in Arts** – University of Calicut, India (2002–2005)
 - **Diploma in Computer Applications** – Media Centre, Ernakulam, Kerala
-

SKILLS

- Sales Strategy & Execution
 - Account Management
 - Client Relationship Building
 - Customer Service Excellence
 - Product Knowledge & Presentation
 - Market Research & Analysis
-

LANGUAGES

- English – Fluent
 - Hindi – Fluent
 - Tamil – Fluent
 - Malayalam – Fluent
 - Arabic – Intermediate
-

DRIVING LICENSE

Qatar LMV

India LMV

VISA STATUS

Transferable

DECLARATION

I hereby declare that the information provided above is true to the best of my knowledge. I assure that I will perform my duties with sincerity and dedication if given an opportunity.

SUBAIR KARTHODAN