

RIJAS T.A

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QID & NOC Available | Driving License available | Immediate joiner

PROFESSIONAL SUMMARY

Sales and Business Development Professional with experience in automobile dealership sales and manpower solutions in Qatar. Skilled in B2B sales, lead generation, negotiation, and CRM. Proven ability to acquire clients, close deals, and maintain strong relationships.

PROFESSIONAL EXPERIENCE

Business Development Executive – Workforce Qatar, Doha | Nov 2025 – Apr 2026

- Generated leads through cold calls, site visits, and referrals
- Built client relationships and closed manpower supply deals
- Prepared proposals, quotations, and contracts
- Coordinated with recruitment teams for deployment
- Coordinated with proper payment Follow-Ups from clients.

Kia Experience Consultant – Incheon KIA motors , Kerala , India | Jul 2023 – Aug 2025

- Managed full sales cycle from lead to delivery
 - Conducted demos, test drives, and closed sales.
 - Coordinated with internal team for fast vehicle processing.
 - Conducted proper after-sales Follow-ups.
 - Maintained CRM and ensured smooth coordination
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KEY SKILLS

- B2B and B2C Sales
 - Lead Generation
 - Negotiation
 - CRM
 - Upselling and Cross selling
 - Market Research
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EDUCATION

B.Sc. Microbiology – Indira Gandhi College of Arts and Science, Kerala (2020–2023)

LANGUAGES

English • Malayalam • Hindi