



Sujith R Nair

CONTACT

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Address: Karthika , Pangal-10, Industrial Estate, Palakkad, Kerala, India - 678731

PERSONAL DETAILS

Date Of Birth

03-11-1977

Nationality

Indian

Passport no

R8302186

Qatar driving license

no- 27735633580

validity - 2028-03-05

Sales Manager | 2013-2023

Gulf Energy Technology and Projects , Qatar

PROFESSIONAL EXPERIENCE

- Management of sales team in achieving monthly stipulated sales targets as well as collection targets
- Conducting weekly meeting for sales team in order to understand the different challenges faced by the team in the market and providing solutions related to sales & collection.
- Providing higher management accurate reports related to sales, collection, stock reports , purchase reports, new products etc...
- Coordination between supply chain team and suppliers in regard to new product requirements.
- Monthly evaluation of sales team members based on performance.
- Weekly meeting with credit control & supply chain team in regard to collection target achievements as well as inventory aging.
- Field visit to premium customers during Qatar visit of our exclusive brand managers.
- Worked with reputed brands such as Fevicol, Stauf, Hettich , 3M IATD, 3M Marine, 3M safety , AFTC , Asmaco, Guard, Reckli, Esdee coatings ,Mada Gypsum, Politek, Akzonobel wood coatings, Baslac Auto paints (BASF), Rodim, Dexin ,UPOL, Tuftapes, Makita.
- Visited china canton fair in 2016 & 2017 for meeting new manufacturers and developed new brand of products under the brand name Everbond under which introduced different products such as Silicone sealants, Spray paints, Contact adhesives, PU foam , Masking tapes, Duct tapes, Bopp tapes, Reflective tapes, Insulation tapes etc..
- Developed a new brand Xtrashield under which introduced Thinners, NC putty, Steel putty ,Masking tapes etc..
- Initiated setting up of a production unit for local manufacturing of masking tapes, ducting tapes , Bopp tapes by import of Jumbo rolls direct from China. Daily coordination of production activities and also maintaining of stocks required as per market requirements based on sizes and quantities.
- Experienced in dealing with versatile range of products related to Building materials, Flooring adhesives, Wood coatings , Fittings & Adhesives, Abrasives & tapes ,Automotive paints, Marine applications etc..
- Participated in our stall set up showcasing our different products in Project Qatar 2014 & 2017
- Attended various expos such as Dubai Big 5 & Dubai Wood show

Proprietor | 2023- Present

Scoopso

- Established an ice cream retail outlet under the Scoopso brand, overseeing operations, marketing, inventory, and customer service .

Al Baik.com Café

- Launched and managed a café under the brand Al Baik.com, offering a fast-casual dining experience with a focus on quality service and food standards.

Hitachi ATMs

- Installed and manage two Hitachi ATMs, handling logistics, cash management, service coordination, and compliance with financial and operational protocols.

Civil contractor & Interior decorator | 2000-2013

- Worked as a civil contractor & interior decorator undertaking construction as well as renovations of interiors for houses, commercial buildings and malls .

EDUCATION

12th standard under commerce stream