

ABHIJITH P ASHOKAN

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PROFESSIONAL SUMMARY

Results-driven Sales Executive with over 4 years of experience in retail sales, business development, customer relationship management, and sales operations. Experienced in selling HP printers, ink cartridges, toners, and office solutions while managing customer accounts and driving revenue growth. Strong background in lead generation, sales forecasting, inventory management, team supervision, and customer service. Proven ability to build long-term client relationships, achieve sales targets, and contribute to organizational growth.

PROFESSIONAL EXPERIENCE

Sales Head 2024 – Present

Al Jaffal Centre (HP Printers & Ink Division), Doha, Qatar

- Lead sales operations for HP printers, ink cartridges, toners, and office equipment.
- Develop and maintain relationships with corporate and retail customers.
- Identify new business opportunities and generate qualified sales leads.
- Conduct product demonstrations and recommend suitable product solutions.
- Achieve monthly sales targets through strategic sales planning and customer engagement.
- Monitor inventory levels and coordinate stock replenishment.
- Prepare sales reports and analyze sales performance trends.
- Support and guide sales staff to improve customer satisfaction and business performance.

Salesman / Supervisor 2022 – 2024

Al Obaidly Trading & Services, Doha, Qatar

- Assisted customers with product selection and purchasing decisions.
- Managed daily retail sales activities and store operations.
- Maintained inventory records and stock availability.
- Prepared daily, weekly, and monthly sales reports.
- Resolved customer concerns and ensured high levels of customer satisfaction.
- Contributed to achieving store sales objectives.

Cashier 2019 – 2020

White Pepper Restaurant, Doha, Qatar

- Processed customer transactions accurately using POS systems.
- Handled cash, card, and digital payment transactions.
- Generated billing reports and maintained transaction records.
- Coordinated customer orders and supported service operations.

Cashier 2018 – 2019

Grill House Restaurant, Doha, Qatar

- Managed billing operations and payment processing.
- Maintained accurate daily cash reconciliation reports.
- Assisted customers and ensured smooth restaurant operations.

Barista
Aloft Marriott Hotel, Bangalore, India

August 2017 – March 2018

- Prepared and served beverages according to company standards.
 - Delivered excellent customer service in a hospitality environment.
 - Maintained cleanliness, hygiene, and service quality standards.
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EDUCATION

Diploma in Hospitality Management
CAMS Institute, Kozhikode, India, 2017

Higher Secondary (Computer Commerce)
Board of Higher Secondary Examination, Kerala, 2016

SSLC
Board of Public Examination, Kerala, 2014

CORE COMPETENCIES

- Sales Management
 - Sales Executive Operations
 - Retail Sales
 - Business Development
 - Customer Relationship Management (CRM)
 - Lead Generation
 - B2B Sales
 - B2C Sales
 - Account Management
 - Product Demonstration
 - Sales Negotiation
 - Sales Closing
 - Customer Retention
 - Revenue Growth
 - Sales Forecasting
 - Inventory Management
 - Team Leadership
 - Customer Service
 - Market Research
 - Sales Reporting
 - Upselling and Cross-Selling
 - Cash Handling
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TECHNICAL SKILLS

- Microsoft Office Suite
 - Microsoft Excel
 - Microsoft Word
 - POS Systems
 - Billing Software
 - Inventory Management Systems
 - Sales Reporting Tools
 - Computer Operations
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ADDITIONAL INFORMATION

- Nationality: Indian
 - Visa Status: Transferable Work Visa with NOC
 - Current Location: Doha, Qatar
 - Date of birth: 22-08-1998
 - Languages: English, Malayalam, Hindi, Tamil
 - Valid Qatar Driver license
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