

CURRICULUM VITAE

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Nationality: Indian



JOB TARGETS: -

- Sales & Marketing - Business Development Executive
- Supply chain & Warehouse Management
- Real Estate Sales and Property Management.
- Business Administration.

SUMMARY: -

A bachelor's in science and vocational courses, with over 10+ years of full-time successful work experience in the fields of Sales & Marketing, Supply chain & Warehouse Management, Office Administration, Customer Relationship and Real Estate Property Management.

I am a highly motivated individual with a strong track record in listening to my client's needs and delivering results, highly oriented on customer service with powerful negotiation skills. I have an excellent attention to details during the negotiations period and strong focus on closing the deals. I work extremely well as an individual or as a team member.

EDUCATION QUALIFICATION: -

- Bachelor of Science: 2004 – 2008 from Osmania University (Hyderabad – India)

ADDITIONAL QUALIFICATION: -

- Certified in Food Safety Personal Hygiene (HACCP) from Boecker Academy – Qatar

ADDITIONAL SKILLS: -

- Good computer knowledge (Micro Soft Office, Excel & Word)
- Strong knowledge of SAP, ERP & POS billing Software
- Internet Browsing
- Typing at speed 60wpm
- Online marketing and branding

PROFESSIONAL EXPERIENCE: -

Currently working in BSI International Building System WLL as a Sales Executive

Pre-engineered steel buildings provide a cost-effective and efficient solution for constructing various types of buildings such as warehouses, agricultural buildings, shopping centers, offices, and aviation hangers. These buildings are designed and fabricated off-site, which reduces the construction time and cost. They are easy and quick to assemble on-site and offer a durable and long-lasting structure. Additionally, pre-engineered steel buildings are customizable and can be designed to suit specific needs and requirements. Further, as they are made from recyclable materials, they have a low carbon footprint-making them an eco-friendly option.

1. Worked in Khalid Plastic Industries WLL as a Sales Executive from 2021 - 2023 (State of Qatar)

Glass Reinforced Plastic: Provide solutions for protecting and enhancing industrial structures, tanks, pipes, and various forms of equipment. The use of GRP (glass reinforced plastic) offers a range of benefits, including resistance to corrosion, UV degradation, and abrasion. Additionally, GRP is lighter than other materials like steel, which makes it easier for transport and installation. GRP lining industries are essential as they contribute to the longevity and durability of industrial assets, improving their performance, and reducing the need for maintenance, repair, and replacement.

Polyethylene LLDPE: Provide versatile plastic solution with countless applications across various industries. It is used to produce items ranging from water tanks, portable toilets, plastic road barriers to medical devices to piping systems. The primary purpose of polyethylene industries is to meet the growing demand for these products and provide innovative solutions to meet the evolving needs of customers. A key focus for these industries is to ensure the sustainability and recyclability of their products, thereby minimizing their impact on the environment. Additionally, as the global population grows and urbanization increase, polyethylene industries play a vital role in enabling economic growth and development through their products and technologies.

Job Purpose: Responsible for driving sales and revenue growth by identifying and developing new business opportunities and maintaining strong relationship with existing clients. This includes creating and implementing sales strategies, managing the sales team, and meeting and exceeding sales targets. Work closely with marketing team to develop and execute marketing campaigns, and with the R&D team to develop new products and stay informed about industry trends.

Principal Accountabilities:

1. Develop and implement sales strategies that drive revenue growth and achieve sales targets.
2. Identify and develop new business opportunities through market research and networking.
3. Maintain strong relationships with existing clients and secure repeat business.
4. Collaborate with marketing team to develop and execute marketing campaigns that support sales efforts.
5. Work closely with the R&D team to stay informed about industry trends and new products, and to provide feedback on market needs.
6. Manage and motivate a sales team, setting goals and providing training and support as needed.
7. Keep accurate records of sales and customer interactions using CRM software.
8. Stay informed about industry trends and competitor activities and adjust sales strategies accordingly.
9. Provide regular reports on sales activities and results to the management team.
10. Attend industry events and trade shows to network and promote the company's products.

2. Worked in Al Wajba Dairy & Juice Factory WLL in Supply chain Department as a Supply chain Executive & Warehouse Supervisor from 2019 - 2021 (State of Qatar)

Job purpose: Plan, organize, manage, evaluate and are responsible for the inventory and operations and budget of warehouse facilities, including the identification of opportunities for warehousing operation improvements.

Principal Accountabilities:

1. Strategically supervise warehouse in compliance with company's policies.
2. Oversee receiving, warehousing, distribution, and maintenance operations.
3. Setup layout and ensure efficient space utilization.
4. Initiate, coordinate and enforce optimal operational policies and procedures.
5. Responsible of WH staff in the guidance, motivation, development, and preparation of reports.
6. Adhere to all warehousing, handling, and shipping legislation requirements.
7. Maintain standards of health and safety, hygiene, and security.
8. Assist Managing stock control, validity & value with inventory controller, and finance team and raise a daily report & reconcile with data storage system.
9. Prepare annual budget for the warehouses with finance team.
10. Liaise with clients, suppliers, and transport companies.
11. Produce reports and statistics regularly (IN/OUT status report, dead stock report ...etc.).
12. Receive feedback and monitor the quality of services provided.
13. Responsible for upholding a safe work environment with the warehouses.
14. Perform Ad-hoc duties assigned by management.

Communication and working relationship: Full co-operation with procurement team, plant team, QC/QA team, finance team, logistics team.

3. Worked in TANFEETH URBAN DEVELOPMENT as a Sales Executive at AL Maha Commercial Complex – Jahiz 2 (Qatar Development Bank – Project) From 2017 – 2019 Doha, State of Qatar.

Job Purpose : To generate revenue and increase company profit by effectively marketing and selling properties to potential buyer and investors. This includes identifying new business opportunities, developing, and maintaining relationship with clients, and negotiating and closing deals.

Principal Accountabilities:

- Responsible for the marketing and renting of the properties of the company.
- Develop new business and generate new revenue streams.
- Continually look to identify further business opportunities through effective liaising with other related business and colleagues.
- Ensure property leasing services and advertised to all relevant clients using multiple channels including social media, websites, etc.
- Established, develops, and maintains business relationships with current customers and prospective clients in the assigned territory/market segment to generate new business for the organization's services.
- Make telephone follow-ups and in-person visits and presentations to existing & prospective customers.
- Preparing competitive strategy as per the market scenario.
- Set and managed appointments to show properties to prospective customers.
- Develops clear and effective written offers (Quotations, Contracts, and submission) for companies.
- Negotiate deals, secure financing, and complete paperwork's for the sale.
- Responsible for operating and maintaining real estate properties with the goal of maximizing income profits.
- Coordinating with operations and facilities departments for units' preparation and handovers.
- Attain weekly meetings with the manager to discuss weekly performance, leads, listing, timelines, and deadlines, etc.
- Maintain a high professional and ethical profile in accordance with industry and company standards.
- Keep up to date on competitive real estate knowledge through attending conventions, reviewing listings and trade journals.
- Prepare and submit weekly & monthly reports on general business progress and development to the CEO.

KEY SKILLS: -

- Time management
- Team Leadership
- Sales force
- Strong negotiation & communication skills
- Ability to remain calm under pressure
- Planning and organizing
- Teamwork
- Creativity, finding new routes to market.

LINGUISTIC ABILITY: -

- English (Expert)
- Urdu (Expert)
- Hindi (Expert)
- Arabic (Intermediate)

PERSONAL DETAILS: -

- Name: Mohammed Younus
- Country: Doha, State of Qatar
- Visa Status: Residency Visa (Transferable) NOC Readily available
- Marital Status: Married
- Present Address: Building No. 51, Street No. 480, Tariq Bin Ziyad Street, New Al Ghanim, Salwa Road, Zone 55, Doha, State of Qatar.
- Driving License: Yes (Valid till 2025)

I have excellent reference and would be delighted to discuss any possible vacancy with you at your convenience.

In case you do not have any suitable openings at the moment, I would be grateful if you would keep my CV for any future possibilities.

Thank You