



MUHAMMED SHABEER P.K

SALES EXECUTIVE

ABOUT ME

Dynamic and experienced Sales Executive with over 11 years in B2B and B2C sales across India and Qatar. Skilled in territory sales, customer relationship management, and executing high-impact sales strategies. Recognized for boosting client retention and exceeding sales targets. Holds transferable work visa, valid QID, and available NOC—ready for immediate hiring in Qatar.

WORK EXPERIENCE

Sales Executive

January 2024 - Present

City Glass Mart Plywood & Hardware - Taliparambu | Kannur, India

- Developed customized sales strategies to attract new customers and increase overall revenue and market share.
- Prepared performance reports by analyzing sales data, helping management make informed business and marketing decisions.
- Engaged with customers directly, collected feedback, and improved service quality for better client satisfaction and retention.

Sales Executive

July 2023 - December 2023

Al Arafa Mobile Accessories | Taliparamba, Kannur

- Assisted customers, promoted mobile accessories, and achieved daily in-store sales targets.
- Managed inventory, organized displays, and maintained cleanliness for better customer shopping experience.

Van Sales Representative

September 2014 - June 2023

Al Noor Bakery | Doha, Qatar

- Delivered bakery products across assigned routes, ensuring timely and accurate distribution.
- Built strong customer relationships, encouraging repeat business and consistent bulk orders.
- Collected payments, maintained delivery records, and resolved customer concerns efficiently.
- Monitored product stock levels and reported inventory needs to the sales supervisor.

Sales Representative

March 2012 - August 2014

Colgate India (Matro Marketing) - Taliparamba | Kannur, India

- Promoted Colgate products to retailers through visits, presentations, and promotional materials.
- Conducted market research, gathered competitor data, and suggested improvements to sales strategies.
- Maintained strong client relationships to ensure consistent orders and long-term partnerships.

CONTACT

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Al Mansoura, Doha, Qatar

DATE OF BIRTH

January 21, 1995

EDUCATION

2011

Higher Secondary Education
(12th Grade)

Kerala State Educational Board

2009

Secondary School Education
(10th Grade)

Kerala State Educational Board

LANGUAGES

English (Basic)
Hindi (Fluent)
Arabic (Basic)
Malayalam (Native)

OTHER DETAILS

Passport Details ; A Valid Passport
Upto 01/03/2033
Visa Status : Transferable with NOC
Available (Valid QID)
Nationality : India

KEY SKILLS

- Sales Strategy : Implemented effective sales plans tailored to market demand, boosting revenue and customer acquisition.
- Customer Engagement : Interacted positively with clients to understand needs, enhance satisfaction, and build lasting relationships.
- Market Analysis : Evaluated local market trends and competitor activities to guide sales and marketing approaches.
- Route Optimization : Planned efficient delivery routes to maximize coverage, reduce fuel costs, and improve timeliness.
- Client Retention : Maintained strong relationships through follow-ups, personalized service, and quick issue resolution.
- Product Promotion : Executed in-store promotions and displays to increase product visibility and drive impulse purchases.
- KPI Reporting : Tracked and reported key sales metrics to support business decisions and performance improvement.
- Team Coordination : Collaborated with teammates and supervisors to align efforts and meet shared targets efficiently.
- Inventory Management : Monitored stock levels, minimized shortages, and ensured smooth product availability for customers.
- Target Achievement : Consistently met or exceeded assigned sales goals through planning and persistent customer follow-up.
- Critical Thinking : Analyzed sales challenges logically and proposed practical solutions to overcome obstacles quickly.
- Adaptability : Adjusted seamlessly to new roles, work environments, and changing market conditions with confidence.