

Jaseer Thottakad

Indian

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Visa status : Visit Visa

DOB - 21/05/1976



Applications for the post of Sales Executive.

Objective: To achieve more miles in future where my 17 years sales and marketing experience can fully be utilized. A sound business sense with a strong educational background has enabled to take up any challenges successfully. An efficient sales coordinator and a good team player with excellent communication and interpersonal skills.

Work Experiences in UAE:

Working as Operations Manager with M/s. **Hydro care FZC**, Sharjah from April 2016 to October 2021.

- Business Activities:

- Sales & Marketing of Digital Graphic materials across UAE
- Sole responsible to handle full activities of UAE market from Sharjah office.
- Acting representative of M/s. hydro care FZC, a Qatar based company (Care & Cure Group)
- Doing all Free Zone related administration, PRO & financial works.
- Handles accounts, logistics and any other related segments for the company.
- Handles all the procurements for Qatar, Oman and KSA
- Understanding the customer requirements pertaining to the latest in digital printing industry and suggesting appropriate developments pertaining to the market conditions.
- Analyzing the market and purchase of appropriate Medias for the customer at competitive rates.

Worked as Sales Executive in **Giffin Graphics** Abu Dhabi and Sharjah from September 2011 to March 2016. One of the leading trading company in the printing industry all over GCC.

- Business Activities:

- Company provides Digital Graphics materials and machines.
- Sales and Marketing of Large Format Digital Medias and Machineries.
- Major dealers of HP, EPSON, D-GEN, DURST
- Planning and implementing attractive plans to achieve assigned target in Advertising, décor and signage companies.
- Participating yearly at SGI and educating the new trends of the market.
- Updating new customer datasheet based on their categories.
- Handling multiple locations, viz- Dubai, Abu Dhabi, Sharjah, Ajman & Ras Al khima, Bahrain and Oman

- Follow up the payment and collection on time.
- Handling the corporate market like Carrefour, Lulu, Union Co-op Society etc
- Market study of the new products and assisting purchase and logistics.

Worked as Sales Executive in **Musaed Bader Al-Sayer General Trading** (MBS Graphics) (AL-SAYER Group) from 2007 march to 2011 July.

- Business Activities:

- Company provides offset printing solutions (both machineries and consumables) for printing and packaging industry in UAE.
- Target customers are Newspaper Companies, Printing Presses, and Packaging companies
- Regular visits are done to meet production and purchase persons in the respective companies.
- Keeping and updating the database of customers with respect to their machineries and consumables.
- Ensuring timely delivery of materials by coordinating stores and logistics.
- Collecting the payments on time from the customers.
- Assisting General Manager to maintain the stock as per the market requirements.
- Monthly planning, implementing and assessment of all business activities.
- Attending print and graphic exhibitions to update and educate ourselves with latest developments in the industry.
- Achieved considerable market penetration in sales of CTP plates (Xingraphics)
- Developed the regular supply of the ink, pantone colors, chemicals, blankets, lamination and other post press materials.
- Have developed good business relationship with all established printing and packaging industry in all over UAE.
- Business areas include – Dubai, Sharjah, Ajman, Umm Al Quwain, Ras-al-Khaima and Fujairah.

Worked as Sales Executive in Books Plus, one of the leading books and stationery shop across UAE under **APPAREL Group** from March 2004 to April 2007.

- Business Activities:

- Handling the customers in a professional way
- Merchandising books in category wise and alphabetical
- Assisting Store manager for purchase in stationary and books.
- In charge of Arabic books.
- Placing the order as per the customer requirements.
- Planning the new ideas for promotional sales.
- Worked at outlets in Lamcy Plaza and Reef Mall.

Skills & Traits:

Holder of valid UAE-Driving license (Manual) with excellent knowledge of areas and routes of UAE.

- Handled the markets of Bahrain and Oman Region.
- Handled the Corporate market and Copy centers.
- Having very good contact in UAE market.
- Good communication & interpersonal skills
- Ability to adjust & work in a team environment
- Ability to work under pressure

- Perform multiple tasks
- Ability to learn new tasks quickly
- Innovative & Creative
- Ability to handle research activities in an efficient manner.

Qualifications:

- Bachelor of Arts – Calicut University (Kerala)
- Diploma in Computer Application

Languages known:

English, Hindi, Arabic and Malayalam

Reference:

Available upon request at any time.

I, Jaseer Thottakad hereby declare that all the above-mentioned information is true and correct to the very best of my knowledge & belief.

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26/01/2022.