



## **Basheer Palakunnel Mideen**

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- ✓ A dynamic professional with more than **20+ years'** experience in Sales & Business Development, Distribution and Product Promotions.
  - ✓ Recognized proficiency in steering Marketing Operations with focus on accomplishment of the company's mission & profitability targets.
  - ✓ Proficient in managing sales operations, building relationships with clients & achieving desired goals.
  - ✓ Able to train and develop team on professional and personal objectives.
  - ✓ Possess excellent communication, relationship management & team building skills with dexterity in mentoring and managing sales teams.
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### **Experience:**

<b>Organization</b>	<b>Designation</b>	<b>Location</b>	<b>Period</b>
<b>Al Qadah Trading Company LLC</b>	<b>Sales Manager</b>	<b>UAE</b>	<b>2023-2024 Sep</b>
<b>National Mineral Water Company SAOG</b>	<b>Area Sales Manager</b>	<b>Oman</b>	<b>2021- 2022</b>
<b>National Food Products &amp; Trading Company</b>	<b>Sales Supervisor</b>	<b>Oman</b>	<b>2016- 2020</b>
<b>Abbar Trading Company</b>	<b>Key Accounts Development executive</b>	<b>Saudi Arabia</b>	<b>2010- 2016</b>

### **Key Responsibilities Delivered:**

- Develop and implement sales strategies to maximize revenue and market share
- Train and coach sales team on product knowledge, sales techniques, and customer service

