



Basheer Palakunnel Mideen

Tel: +968 78584648 & +91 9995242065

E-Mail: basherpalakunnel@gmail.com

-
- ✓ 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.
-

Experience:

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

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

- Monitor and analyze sales data to identify trends and opportunities for improvement
- Collaborate with marketing and product teams to develop sales collateral and promotional materials
- Build and maintain strong relationships with key customers and stakeholders
- Conduct regular performance evaluations and provide feedback and guidance to sales team
- Resolve customer complaints and issues in a timely and satisfactory manner
- Stay up-to-date with industry trends, competitor activities, and market conditions
- Prepare and present sales reports and forecasts to senior management
- Develop and implement sales strategies and tactics to maximize market share and revenue growth.
- Provide coaching and training to sales team members to improve their product knowledge and selling skills.
- Analyze sales data and market trends to identify opportunities for growth and improvement.
- Build and maintain relationships with key customers and stakeholders to ensure customer satisfaction and loyalty.
- Monitor and evaluate the performance of sales team members, providing feedback and implementing corrective actions as necessary.
- Collaborate with other departments, such as marketing and operations, to support sales initiatives and achieve overall business objectives.
- Stay up-to-date with industry trends and competitor activities to anticipate market changes and adjust sales strategies accordingly.
- Prepare and present sales reports and forecasts to senior management, highlighting achievements, challenges, and recommendations.

Area of Expertise:

- Business Development
- Channel Management
- Account Management
- Brand development
- Product Launches/Promotions
- Team Management
- Training/personal development

Education:

- 📎 **Diploma** Engineering
- 📎 **BA (History)** **MG** University Kerala
- 📎 **Computer Skills** MS Office, Excel and power point.

Personal Vitae:

Father's Name : Mideen Palakunnel.
 Marital Status : Married
 DOB : 02/04/1979
 Passport No. : N 9662491 (exp. 06.08.2026)
 Oman and UAE Driving Licence : Valid
 Permanent Address : Palakunnel (House), Neriamangalam
 PO,Eranakulam(dist), Kerala, Pin-686693.