



MOHAMMED ABDUL KADER



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Automatic Gear - Light Vehicle



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EDUCATION

Bachelor's degree: Computer
Application - Distinction
Kannur University, Kerala,
India, June 2009 - March 2013

Diploma of Education: MCTIP
Nirmalagiri College, Kerala,
India, March 2013 - March 2014

PERSONAL DETAILS

Date of Birth / Age:
11/03/1990

Nationality: INDIAN

Marital Status: Married

Visa Status: Residence

Gender: Male

Religion: Muslim

Passport: X9290178

PROFESSIONAL SUMMARY

To achieve a position in a professional environment that can effectively utilize my knowledge and provide a hands-on experience that offers opportunities for development and to be successful in those challenging tasks that are given to me. A challenging career with a professional organization where I can prove my skills and enhance my knowledge that will support and encourage my pursuit to provide services of the highest quality. Apart from these, I am ready to, if offered any other important wings of your company.

WORK HISTORY

December 2022- November 2023

MHP Foods Trading LLC-Key Account Executive

Dubai,UAE

- Collaborated with sales team to onboard and integrate new customers.
- Formulated and implemented successful account strategies to drive continuous improvement, profitability and growth.
- Drove business growth within specified sales territories through strategic and tactical solution implementation.
- Monitored commercial performance of full portfolio, scheduling consistent follow-ups with each account.
- Maintained client records in bespoke CRM systems, ensuring streamlined data processes for maximum efficiency.
- Crafted detailed sales reports, outlining key metrics to enhance strategic business decision-making.
- Identified expansion opportunities, developing existing product ranges and increasing stockiests to drive sales.
- Communicated new products and services to drive customer interest and boost sales.
- Reviewed established objectives and action plans on monthly basis to verify alignment with client needs.
- Supported proposal development and implemented contractual agreements.
- Analyzed market and competitor research to identify customer prospects.
- Cultivated and sustained critical partnerships with clients to support consistent satisfaction.

June 2021 - November 2022

National Trading & Developing Enterprises - [NTDE] - Key Account Executive,

Dubai, United Arab Emirates

- Formulated and implemented successful account strategies to drive continuous improvement, profitability and growth.
- Collaborated with sales team to onboard and integrate new customers.
- Analysed market and competitor research to identify customer prospects.

LANGUAGES

English

Fluent

Hindi

Fluent

Tamil

Fluent

Malayalam

Native

Arabic

Elementary

- Communicated new products and services to drive customer interest and boost sales.
- Maintained advanced product and industry trend knowledge, performing regular market research to enhance company offerings.
- Reviewed established objectives and action plans on monthly basis to verify alignment with client needs.
- Monitored commercial performance of full portfolio, scheduling consistent follow-ups with each account.

April 2019 - May 2021

Al Islami Foods - Field Sales Executive, Dubai, United Arab Emirates

- Focused reporting, sales strategies and Key Performance Indicators (KPIs) targets to promote future objectives and wider strategy.
- Attended meeting and sales events to learn latest developments.
- Navigated assigned territory to expand client network.
- Researched accounts to generate or follow through sales leads.
- Strengthened existing customer relationships to generate new business opportunities with various industries.
- Evaluated customers needs to establish productive and long lasting relationships.
- Visited existing customers to acquire repeat orders and increase sales.

September 2014 - March 2019

Zainal Mohebi Enterprises - ZME - Sales Merchandiser, Dubai, United Arab Emirates

- Improved displays and installed POS tailored to individual store features.
- Managed inventory to secure high-performing seasonal collections in line with customer demand.
- Analysed sales to identify top-performing products.
- Processed and priced new items to optimise customer interest.
- Oversaw clear, accurate pricing for outgoing stock.
- Coordinated in-store displays according to promotional plans outlined by vendors.
- Replenished key ranges to achieve strong stock availability.

SKILLS

- Communication Skills
- Proactive in approach
- Time Management
- Multiple Tasking
- Adaptability
- Conflict Resolution
- Computer Skills
- Relationship management