



REMIZ ABDULKADER

SENIOR SALES SUPERVISOR

PROFILE SUMMARY

Senior sales Supervisor with an impressive 9 years of experience in Sales, Business Development, Product Development, and Lead Generation. I possess expertise in delivering outstanding sales and marketing outcomes in highly competitive markets. I have successfully championed business-critical projects, proposed and managed new initiatives, and created sales and marketing infrastructure that maximized team effectiveness. Implemented effective sales strategies resulting in a 25-30% increase in total sales each year, thereby improving the brand image among customers and channel partners. Fluent in English, Arabic and Hindi.

AREA OF EXCELLENCE

- Sales & Business Development
- Territory Growth New Product
- New Product Launch
- Brand management
- Strategic Market Positioning
- Market & Competitive Analysis
- Strategic Alliances
- Distribution / Channel Management
- Target achievement
- Sales Training & Leadership
- Client Relationship Management
- Contract Negotiations

LANGUAGES

- English
- Arabic
- Hindi
- Malayalam

PROFESSIONAL EXPERIENCE

SENIOR SALES SUPERVISOR

Al Rayyan Water Co. LLC - Muscat, Oman (2016 - Present)
One of the leading Drinking water companies in Oman

- Successfully led a sales team, consistently surpassing monthly and annual sales goals.
- Implemented effective sales strategies that resulted in a 25-30% increase in total sales each year.
- Fostered strong client relationships and resolved customer queries to ensure satisfaction.
- Conducted regular training sessions to enhance the skills and performance of the sales team.
- Monitoring the market prices, demands and market survey about new possibilities in the markets and giving report to the management..
- Coordinating with operation team and give instruction to them about the deliveries till the truck reached the delivery point.
- Maintained a positive relationship with the client's accounts team to ensure smooth payment processes and prevent any payment-related issues.
- My design skills played a crucial role in effectively promoting our offers to customers through social media.
- My passion for driving has opened up new routes, resulting in the establishment of numerous successful sales fleets in the Muscat, Sharqiah, Batinah, A'Dhahirah, A'Dhakhiliya governorates.

EDUCATION

- **BACHELOR OF COMMERCE**
(B Com) 2012 - 2015

IT SKILLS

- **MS OFFICE**
Word, Excel & Outlook
- **ADOBE**
Photoshop & Illustrator

PERSONAL DETAILS

-  +968-94844112
-  remizkader@gmail.com
-  Muscat, Oman
-  Oman & India

SALES EXECUTIVE

Emerging Technologies - Dubai, UAE (2015 - 2016)

Channel Partners of Etisalat Communication

- Successfully meet and exceed monthly sales targets, consistently contributing to the overall revenue growth of the telecom business unit.
- Cultivate and maintain positive relationships with clients, addressing inquiries, resolving issues, and ensuring customer satisfaction.
- Identifying and prospecting potential clients, Generating leads through various channels.
- Effectively presenting products or services to clients and highlighting features and benefits to meet client needs.
- Building and maintaining strong relationships with clients.
- Providing regular reports on sales activities and results and analysing data to identify areas for improvement.
- Stay updated on industry trends, competitors, and emerging technologies to adapt sales strategies accordingly.
- Utilize CRM tools to manage and track leads, sales activities, and customer interactions for efficient reporting and analysis.
- Actively participate in regular training sessions to enhance product knowledge and sales techniques.