

# MUHAMMAD MISHAB P A

## Sales & Distribution Manager | IT Support & Software Trainee

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### SUMMARY

Dynamic and results-driven professional with 4+ years of experience across sales management, distribution operations, and IT/software development support. Proven track record in managing end-to-end sales pipelines, developing distribution strategies, and contributing to IT projects. Demonstrates flexibility across technical and commercial roles with strong communication and leadership capabilities. Adept in market coordination, team management, and customer relationship enhancement. Open to roles in sales, IT support, or operational management.

### WORK EXPERIENCE

<b>Manager</b>	2018 – 2022
Al Karama, Jidhali, Bahrain	
<ul style="list-style-type: none"><li>Led sales and distribution strategies, enhancing restaurant reach across key regional zones.</li><li>Managed supplier relations to maintain steady availability of food and beverage stock.</li><li>Supervised restaurant staff, monitored sales targets, and optimized team performance.</li><li>Ensured timely stock control, smooth service delivery, and accurate daily reporting.</li></ul>	
<b>Sales Executive</b>	2015 - 2018
Mayura Distributors, Century Building, Kozhikode, Kerala, India	
<ul style="list-style-type: none"><li>Led strategic sales and distribution operations across key regional markets.</li><li>Managed vendor partnerships and ensured consistent product availability.</li><li>Supervised dynamic sales teams and closely monitored target achievement.</li><li>Oversaw efficient stock control, timely deliveries, and detailed performance reporting.</li></ul>	
<b>Trainee Software Developer</b>	(6 Months)
Sharp Abacus Learning School, Chennai, India	
<ul style="list-style-type: none"><li>Participated in coding, testing, and deployment of web-based learning applications.</li><li>Gained hands-on experience with software development tools and practices.</li><li>Assisted in backend configuration, debugging, and system updates.</li><li>Collaborated with senior developers on minor module design and implementation.</li></ul>	

### EDUCATION

<b>TECH MINDS</b>	2023
Mernstack Developer Kochi Infopark, Kakkanad	
<b>Higher Secondary Education</b>	2023
Brilliance Academy	
<b>SSLC</b>	2015
GVHSS Meenchanda	

### PROJECTS

<b>Battery Booking Website</b>	<b>Doctor Booking Website</b>
<ul style="list-style-type: none"><li>Designed a user-friendly interface for booking batteries by vehicle type.</li><li>Integrated home delivery service for confirmed bookings.</li><li>Enabled price comparison and battery exchange functionality for user convenience.</li></ul>	
<ul style="list-style-type: none"><li>Developed an online appointment booking system to reduce clinic wait times.</li><li>Streamlined the booking process with real-time availability updates.</li><li>Included medicine delivery feature for enhanced patient service.</li></ul>	

### CORE COMPETENCIES

- Sales & Distribution Operations
- Market Strategy & Execution
- Team Leadership & Supervision
- Software Development (Trainee)
- IT System Support & Troubleshooting
- Client Acquisition & Retention
- Inventory Control & Stock Planning
- Sales Reporting & Analysis
- Communication & Coordination
- Cross-Functional Role Adaptability

### TECHNICAL SKILLS

- MS Office Suite (Word, Excel, PowerPoint)
- Basic Programming Knowledge (Trainee Level)
- POS System Operations
- Inventory Tracking Tools
- Email & System Troubleshooting

### LANGUAGES

- English
- Hindi
- Malayalam
- Arabic