

Rajesh Kamal Thayat

To join in a progressive organization and become a contributing member of the staffs, utilizing my education, experience and skill to achieve corporate and personal goals.

Work experience

Sales Manager (Petroleum Specialties FZE- Apar Industries- UAE-Oman- Aug, 2023 - Present Qatar-Bahrain)

Petroleum Specialties FZE- Apar Industries, UAE

- Promote the sale of lubricants (B2B-B2C) through regional distributor's regular planned visits to customers throughout assigned region.
- Provide technical assistance (support Technical team) and arrange successful field trials for various customer applications.
- Maintain competitive information on price, credit terms, sales volume and market share, competitive marketing activity etc. to enable successful negotiation with customer.
- Prepare prices studies for distributors participating tenders and recommends credit limits from management approval.
- Receive and indent orders from customers, coordinate with technical, commercial and logistic departments to ensure order received, processed and delivered on time.
- Meet regional sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
- Maintain and expand customer base by analysis regional sales representatives; building and maintaining rapport with key customers; identifying new customer opportunities.
- Provide assistance and training employees in assigned districts; communicating job expectations; planning, monitoring, appraising, and reviewing job contributions.
- Accomplish sales and organization mission by completing related results as needed.

Division Manager Lubricants & Allied products

Jan, 2018 - Jul, 2023

IMALCO, Qatar

- Manage business operations in State of Qatar assigned divisions to achieve company goals.
- Evaluate division performance and recommend new strategies for performance improvements.
- Resolve business issues and ensure that all escalated issues are closed.
- Address business inquiries from customers and team members in a professional manner.



Personal Details

Name

Rajesh Kamal Thayat

Address

Sunrise Apartment -Al Qasimiya Street -
Al Mahatta, Sharjah-united arab
emirates, 500001

Phone number

971524693242

Email

rajeshkamar@gmail.com

Driving licence

UAE-QATAR-INDIA

Gender

MALE

DOB

16/10/1979

Nationality

INDIAN

Marital Status

MARRIED

LinkedIn

<https://www.linkedin.com/in/rajesh-kamal-thayat-b3bb6717?lipi=urn%3Ali%3Apage%3A>

Website

NA

Interests

Travelling

Languages

English,Hindi,
Malayalam,Tamil Highly proficient

- Identify resources, assign workloads and manage schedules to ensure timely deliveries.
- Ensure that team work in compliance with company policies and procedures.
- Assist in employee recruitment, performance evaluation promotion, retention and termination activities
- Identify skill gaps and provide appropriate trainings to team.
- Develop and enforce best practices to ensure operational efficiency.
- Oversee staffing adjustments to obtain maximum productivity.
- Recommend cost-reduction initiatives while maintaining productivity and quality.
- Develop new business programs to meet productivity and revenue goals.
- Provide guidance to team members and monitor their performance, discipline and attendance on regular basis.
- Identify areas of improvements and concerns and accordingly develop action plans.
- Provides technical support and leadership to branch operations

Business Manager

May, 2016 - Dec, 2017

Falken Tyre India Pvt , INDIA-KERALA

- Sales Developing
- Sales Support for dealers & Subordinates.
- Customer Conversion & Warranty administration
- Sales & Service Campaign With Dealers
- Introducing new product and Product features to the Market.
- Sales Training for Dealers, Market Survey, find out new dealers, collect- Competitor product information & find out market potential.
- Organizing Dealers meet in this Area for develop dealer network

Asst Sales Manager

Feb, 2012 - Apr, 2016

Zoomol Lubricants (Raj Petro Specialties) , INDIA-KERALA

- Sales Developing
- Sales Support for distributors & retailers
- Customer & Mechanic Conversion
- Introducing new product and Product features to the Market.
- Sales Training for Dsr, Market Survey, find out new retailers, collect- Competitor product information & find out market potential.
- Organizing Campaign, Customer ,Mechanics & Dealers meet

Sales Engineer

Jan, 2009 - Jan, 2012

Birla Tyres , INDIA-KERALA

- Sales Developing
- Sales Support for dealers
- Customer Conversion & Warranty administration
- Sales & Service Campaign With O.E & Trade Dealers
- Introducing new product and Product features to the Market.
- Sales Training for Trade & OE Dealers, Market Survey, find out new dealers, collect- Competitor product information & find out market potential.
- Organizing Customer meet & Dealers meet in this Area for develop dealer network

- Service Support For O.E & Trade Dealers in North Kerala

Territory sales in charge

Apr, 2001 - Mar, 2008

Bunge India Pvt. Ltd (Dalda) , INDIA-KERALA

- Distributor appointment and developing infrastructure in Central Kerala.
- Responsible for achieving the sales target
- Supervising and motivating the sales staff and imparting field training
- Increase sales volume and retail coverage
- Responsible for merchandising and POP display
- Conducting market survey and reporting on competitors activities/rates to the A.S.M

Education and Qualifications

Bachelor of Commerce

Aug, 2004 - Jun, 2007

viswabharath gurukul vidyapeeth

References

Vinod Nair

Falken Tyres

919895760136

Bijoy Paul

Raj petro specialities pvt

919920510080

ltd

Skills

MS Office{MS Excel, MS Word,

MS PowerPoint Presentations}

Operating Skills: All windows

variants. Ability in handling

various software.



Declaration

All information in this resume is true and correct to the best of my knowledge and belief