



HISHAM KUNHAMMED

ABOUT

I am seeking a full-time position in the field of sales, marketing, purchasing and business development where I can apply my knowledge and skills for continuous improvement. I have experience in retail, B2B, project management and market research, developing strategies that drive products to success.

WORK EXPERIENCE

SALES AGENT (CAR RENTAL & LEASING)

Hertz Bahrain Co. W.L.L (Hertz International) November 2019 - Current

- Dealt with customer enquiries about the availability and cost of vehicles. Registered bookings and explained the terms of rental or leasing agreements.
- Completed paperwork with the customer regarding payments.
- Showed vehicle to customers and pointed out any bumps, scrapes or special features.
- Checked mileage and scrutinized for damage when vehicles were returned. Provided ongoing service and sales support.

SUPERVISOR CUM SHIPPING DOCUMENTATION COORDINATOR

Kooheji building care & Kooheji Cargo | November 2017 - November 2019

- Revising and enhancing sales strategies and identifying business opportunities.
- Receive and report on all sales leads.
- Site visit and preparing reports for pricing and quotation.
- Managing and supervising labors in work sites.
- Supporting accounts for collection activities.
- Checked import/export documentation to determine cargo contents.
- Organized and scheduled freight delivery and pickup

PROFESSIONAL SKILLS

Retail and Wholesale Management
Procurement of Material Documentation
Accounts Management
Brand Development
Market Research

PERSONAL SKILLS

Leadership
Communication
convincing
Team player
Fast learner
Motivated

CONTACT

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IND - +91 9207612855

E: Hishkun05@gmail.com

CPR and Driving licence:
930310586

PERSONAL DETAILS

Date of birth : 29-03-1993

Place of Birth:Bahrain

Father's name:
Mr. Kunhammed Moosa

Religion: Islam

Languages Known:
English, Hindi, Malayalam,
Tamil and Arabic (Basic)

Nationality:Indian

SHOWROOM IN CHARGE CUM MARKETING EXECUTIVE

Modec building materials trading W.L.L | July 2017 - November 2017

- Direct all operational aspects including distribution operations, customer service, administration and sales
- Assess local market conditions and identify current and prospective sales opportunities
- Develop forecasts, financial objectives and manage budget and allocate funds appropriately
- Competing markets and provide reports on market movement

SHOWROOM INCHARGE CUM ACCOUNT EXECUTIVE

Machino World trading Co. W.L.L| July 2015 - June 2017

- Market research for an innovative new product line
- Tracked daily expenses and transactions
- Purchasing products locally and Internationally

PROJECT

Repute InfoTech & Enterprise Ltd – Water Division | Apr 2010 - Aug 2011

- Market research on brand awareness
- Customer satisfaction on production
- Coordination,communication and connecting production department

EDUCATION

PGD in Development studies
Indira Gandhi Open University
(IGNOU),India
(Currently learning)

Bachelor of Business
Administration
University of Madras. India

- DCFA (Diploma in Computerized Financial Accounting)
- DOA (Diploma in Office automation) .
- Certificate in Excel Accounting

Smart Institute of Computer Education India.

British Cleaning course and Housekeeping management training Course Gate

REFERENCES

Mr.Kunhammed Moosa
Father, Ministry of Interior Bahrian
Kmoosa92@gmail.com

Mr.Shameer Kockanchery
Manager, MachinoWorld Trading Co.
W.L.L
skchery101@gmail.com

Mr.Tito Johnson
HR&Admin Manager, Kooheji Building Care