

Jemshad M. Aboobakker

Riyadh – Saudi Arabia



+996-593727993



+996-593727993



jemshaa@gmail.com



<https://www.linkedin.com/in/jemshad-aboobakker-9678077a/>



Objective:

To establish a professional career and character through a company, wherein my knowledge, skills and capabilities can be of great contribution to its operation. Furthermore, to achieve self-development and stability through good work ethics where hard and honest work leads to experience, personal growth and career advancement.

Work Experience:

Tecno Mobile - Saudi Arabia

Title : Key Account Manager

Period : From 2025 - Present

➤ Job Description

- Develop trust relationships with a portfolio of major clients to ensure they do not turn to competition (eXtra, Lulu & Nesto)
- Acquire a thorough understanding of key customer needs and requirements
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- Ensure the correct products and services are delivered to customers in a timely manner
- Serve as the link of communication between key customers and internal teams
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Play an integral part in generating new sales that will turn into long-lasting relationships
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics.
- Attending, conferences and meetings.
- Reviewing sales performance and managing BA.
- Respond to complaints from customers and give after-sales support when requested.
- Assist in the preparation and organizing of promotional material or events.

M2 Telecom (Mashael Al Asemah Co.) – Riyadh, Saudi Arabia

Title : KDR Manager

Period : From 2022 till 2025

➤ **Job Description**

- Develop trust relationships with a portfolio of major clients to ensure they do not turn to competition (Lulu, Nesto, eXtra, Black Box, Zain & Redbull)
- Acquire a thorough understanding of key customer needs and requirements
- Respond to complaints from customers and give after-sales support when requested
- Aiming to achieve monthly or annual targets
- Reviewing sales performance
- Review monthly financial statement of accounts (SOA), Payment collections and cash flow in general to take necessary improvement actions when required
- Responsible for review prices and calculate the supports for Promotion activities and price protection to all KDR across KSA (Lulu, Nesto, eXtra, Black Box, Noon, Zain & Redbull)
- Co-ordinate with brands (**Tecno, Xiaomi, Realme, Hisence, Lava-Benco**) for seasonal / Monthly promotional activities and new product launches to achieve quantitative and qualitative target.
- Communicating with KDR for new product and price updates.
- Maintain daily work report and monthly sales report and more
- Make sure the consistent availability of products in the concerned location.
- Co-ordinate with logistics department to make sure the steady supply of orders

Axiom Telecom – Al Khobar, Saudi Arabia

Title : Business Operations Coordinator-Key Account

Period : From 2016 till 2022

➤ **Job Description**

- Making sales plan and forecast and update through Optimizer for stock arrangement
- Generating sales report on daily basis through Power BI.
- Prepare price drop calculation and claiming.
- PSI report Preparation for all brands from all customers on every week.
- Communicated price drops, calculated PP support, and managed the claims process.
- Monthly Target preparation for Key account sales executives based on the monthly budget.
- Sales Analysis (Target VS Achievement) of each Salesmen on weekly twice.
- Preparing estimate on monthly expected sales plan.
- Generate detailed sales report on daily basis by brand, category, and Sales Executive's.
- Provide daily sales report to Channel Manager on daily basis.
- Coordination with concerned departments regarding sales and operational issues.
- Analysis of Stock days and Aging stock in warehouse Location.
- Distribution of new arrived stock between regional locations as per their requirements and past sales graph.
- Communicating with Brand for Roadmap, new product information and price updates.

Technical Skills:

- Power Bi
- Oracle Fusion
- Odoo
- Cognos
- Optimiza
- MS Excel

Soft Skills:

- Sales Management.
- Quick adaptation to change.
- Positive Attitude.
- Result Oriented.
- Problem Solving
- Teamwork

Educational Qualification:

- Bachelor of Commerce

Professional Qualification:

- Diploma in Hardware and Network Engineering, LBS Centre for Science & Technology, Govt. of Kerala.
- Diploma in Fiber-Optic Technology from NIFE.
- CCNA-Cisco Certified Network Associate.
- MCP-Microsoft Certified Professional.
- Diploma in Desk Top Publishing.

Achievements:

- Team member of Entrance Counseling Centre, Configuring System & LAN at the Commissioner for Entrance Examination in 2005