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 ***Seeking challenging assignments in Marketing/Business Development***

**Objective**

To obtain a challenging position in a growth oriented organization that will enable me to utilize my experience and skills for organizational growth and help me reach higher echelons.

**Synopsis**

Young, energetic professional with over **5 year** experience in Marketing &Business Development and 1,5 year experience in Customer Care with successful track record of exceeding sales and marketing through sustained efforts;

**Education:-**

* B.E in Bioinformatics from Vinayaka Mission University, Salem in 2009.
* Certified in Offshore & Marine course **STCW95**, Cochin in 2010.
* Certified in Helicopter underwater escaping techniques **(HUET)**, Mumbai in 2010.
* Extended expertise in Sales.
* Adept in implementation of Sales & Marketing Strategies
* High impact relationship-building skills resulting in increased profitability
* Results-driven, decisive collaborator with proven success in building strong, lasting relationships with managers, associates, and customers
* Effective communicator who seeks positive resolution to problems through active listening and commitment to integrity
* Excellent product knowledge with persuasion skills
* Market Exposure (in sales & marketing).

**Core Competencies**

* Team handling
* Direct Sales
* Marketing
* Business Development
* Client Presentations
* Customer Relationship Management
* Customer Services
* Negotiation Skills

**Performance Highlights**

* Instrumental in Sales presentations
* Achieved Key Result Areas throughout career
* Managed Sales and Marketing operations and consistently exceeded all targets for success of the organization
* Significantly contributed to the company's efficiency, growth and profitability
* Achieved good performance prize in Web Interactive Solutions.

**Work History**

**Earth Holding, RAK, UAE**

**Sales & Marketing Executive (Apr’14 –Jul’16)**

**Key Deliverables**

* Managing the sales process for new prospects, from initial contact through to closure.
* Analyzing and investigating price, demand and competition.
* Dealing with customer enquiries face to face, over the phone or via email.
* Contacting prospective customers and discussing their requirements.
* Reporting business trends and area performance to the National Sales Manager.
* Ability to present, discuss and propose at a senior level.
* Solid understanding of business concepts & dynamics for large national and international corporations
* Identifying what customers want.
* Devising and presenting ideas and strategies
* Promotional activities
* Compiling and distributing financial and statistical information
* Writing reports
* Organizing events and product exhibitions
* Monitoring performance
* Managing campaigns on social media
* Handling with pumps
* Customer Handling

**Web Interactive Solutions, Kerala, India (Jan’13 – Mar‘14)**

**Business Development Executive**

**Key Deliverables**

* To sell IT products to existing and new customers by doing all required documentation.
* To achieve individual monthly business target and thus ensuring team targets are achieved by month end.
* Develops and implements strategic Marketing Plan to achieve goals.
* Talk details about the project, collect requirements from the clients by nullifying errors in documentation and submit it to Team Leader.
* Coordinates with Client to follow up proposal progress status.
* To give all needed support by giving after sales support and thus maintaining a healthy relationship with customer.
* Provide effective and timely support to users on IT related issues.
* Follow up customers daily by meeting them directly or by contacting them.
* Experienced in giving proper product presentations to customers and company staff.
* Drafting letters and emails, and maintained them regularly.
* Achieve monthly target.
* Prepared Daily Report.

**Wipro Bpo Private LMT, Mumbai, India (Jun’2011 – May ’12)**

**Senior Agent**

**Key Deliverables**

* Specially handled with DELTA Air Lines Mileage Posting and Documentation work.
* As per member request doing the name change
* Handling with member request and changing the address.
* Also doing death beneficiary.
* We are forwarding member request to different department.
* Provide effective and timely support to users on IT related issues.
* Giving Good customer care support to the company clients.
* Experienced in giving proper product presentations to customers and company staff.
* Receiving and sending all kinds of email messages.
* Prepared Daily Report

**Johny Wooden Packing’s Pvt Ltd India, Kerala**

**Business Development Executive (Dec09 – Mar’ 11)**

**Key Deliverables**

* Follow up new customers and tell about the services provided by the company.
* Making Appointments and Meetings from clients.
* Collect requirements from the clients.
* Coordinates with Client to follow up proposal progress status.
* Provide effective and timely support to users.
* Preparing Proposal for the clients.
* Giving Good customer care support to the company clients.
* Develops and implements strategic Marketing Plan to achieve goals.
* Follow up customers daily by meeting them directly or by contacting them.
* Experienced in giving proper product presentations to customers and company staff.
* Achieve monthly target.
* Prepared Daily Report.
* Giving Good customer care support to the company clients.

 **Computer Proficiency**

 MS – Office, Windows7, XP, SQL Server 2005, 2008, 2012, Asp.net with C#