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**Career Objective**

To constantly endeavor to acquire new skills and strengths, leverage my know-how and inclination to understand the dynamics of business, to become a change leader in the teams I serve, so as to make a meaningful contribution to the firm.

**Job Objective**

Understand and imbibe the dynamics of the organization and the job profile and, thereby, contribute towards making my employment profitable for the organization and professionally fulfilling for myself.

**Summary**

* MBA Graduate with emphasis in Marketing.
* 4 years of experience in Sales Coordination & Marketing.
* An effective communicator with excellent relationship building and interpersonal skill. Strong analytical, problem solving and organizational abilities.
* Highly effective in leading, coordinating and motivating teams to produce positive results.
* Strong managerial skills with ability to effectively communicate with peers, clients, vendors and cross functional groups.

**Educational Qualifications**

* **Master’s in Business Administration – Marketing& IB** (2008-2010) with First Class from DC School of Management & Technology, Mahatma Gandhi University, Kerala.
* **Bachelor in Business Management** (2005-2008) with First Class from Karpagam Arts & Science College, Coimbatore. Bharathiar University, Tamil Nadu.

**Professional Experience**

**Four years of experience in Automotive ancillary and Media/Dotcom sectors.**

1. **Organization: Exide Industries Ltd**

**Designation: Field Sales Officer (July 2012 onwards)**

EXIDE is India's oldest & No.1 Storage Battery Technology Company with a turnover of Rs.6860 crores. EXIDE is the market leaders in both the Automotive & Industrial Sectors. The products range from Motorcycle Batteries to Submarine Batteries. EXIDE has nine State-of-the-Art factories, which are strategically located across India. To be easily accessible to the customers and operate from nine regional offices and 40 branch offices.

**The Job involves:**

* Expand the business network through appointment of new Channel Partners and motivating the existing dealers & distributors.
* Meet customers as per call cycle plan & monitor the dispatch vehicle’s Fixed Journey Cycle Plan.
* Collect market information, collecting competitor's data, analyzing the same.
* Forming and Executing of sales strategies.
* Inventory control, Billing & Stock movement with help of SAP, Monitoring C&F Godown.
* Billing and other administration activities, Co-ordination with C&F for timely dispatches.
* Conducting product awareness campaigns, service campaigns, training sessions for dealer's technician and OE partners at dealer’s end.
* Convene periodical dealer conferences to address their concerns and communicate the new policies if any.

1. **Organization: IndiaMARTInterMESH Ltd**

**Designation: Specialist – Client Servicing (Nov 2010 to June 2012)**

IndiaMART.com is India's largest online B2B marketplace for Small & Medium Size Businesses, connecting global buyers with suppliers. IndiaMART.com offers products that enable small & medium size businesses generate business leads (online catalogs/store-fronts), establish their credibility (third party verified trust profile) and use business information (finance, news, trade shows, tenders) for their business promotion.

**The Job involves:**

* Call & set-up appointments on daily basis, and meet pre-defined set of prospective clients on daily basis.
* Per client revenue optimization and responsible for client retention.
* Ensure strict adherence of sales process.
* Keep a close track on work in process, customer complaints & make necessary changes with the help of ERP online.
* To acquire new clients and generate revenue.
* Focus on contract renewals of the existing clients and upgrading of the services provided to the clients.
* Maintain good relationship with the Signing Authority/CEO of SME and Corporate Clients.

**Internship/Project**

* One month Internship Training at Share Khan Pvt. Ltd. Ernakulam, India.
* Percentage analysis of services provided at Popular Hyundai, Kottayam, India

**Computer Knowledge**

Proficient in MS Word, MS PowerPoint, MS Excel, MS Outlook

Operating Systems: Windows Application.

**Strengths**

* Excellent Interpersonal skills.
* Self Motivated and ambitious.
* Positive approach towards accepting change.
* Good Analytical and Operational Skills.
* Ability to perform under pressure and smart working.

**Achievements**

* Selected as the ‘Best Performer of the Month’ at IndiaMARTInterMESH Ltd for September, 2011.
* Featured among the ‘Pillars of Success’ during the month of February, 2012.
* Became an Integral member of ‘Luminance 09’ (All India Management meet).

**Personal Details**

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| DOB | :10th February, 1987 |
| Nationality | :INDIAN |
| Marital Status | :Single |
| Languages Known | :English, Malayalam, Tamil, Kannada & Hindi |

**References will be on demand**