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| **Gulfjobseeker.com CV No:** **107100**  **Mobile +**971505905010 / +971504753686  To get contact details of this candidates  Submit request through Feedback Link  <http://www.gulfjobseeker.com/feedback/submit_fb.php> |  |  |
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| * **Objective** |  |
| To obtain a challenging career platform that demands aggressive skills to identify opportunities, develop focus, and provide tactical business solutions. To work in an environment that helps to achieve & augment my individual skills and collaborative capabilities and, to enhance my management skills, which contribute to the growth of the company and me. | |

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| * **Work Experience** | | | |  | | | | |
| **PSL Software Management Systems. Pondicherry :( March 2009 Onwards)**  **Manager-Business Development-(till Oct 31st 2014)**   * Responsible for New Business Development via prospecting, qualifying, selling and closing software solutions / services and products. * Update sales team and dealer network on new software developments. * Coordinate with sales team to develop selling tools for presentations, demos and trade shows. * Manage client relationship through all phases of the sales cycle * Provide a consultative solutions sales process to prospects * Responsible for tracking customer information, forecasts and reports * Develop and maintain prospect and customer list based on strategic marketing data and other sources for sales leads in our CRM system   **IDBI FORTIS, KOZHIKODE, KERALA**  **Agency Manager- (June 2008- Feb 2009)**   * Build a good team of financial advisers and motivate and drive them to work in a competitive environment. * Forecasting monthly sales plan for the tem and conducting meetings to analyze the targets set for the month. * Sourcing new client leads, converting a business lead to a sale thru continuous communication with prospective customers about the product and service offerings.   **MetLife India Insurance Co. Pvt. Ltd,** Thiruvananthapuram, Kerala  **Sales Manager – (June 2006 –Jan 2008)**  **Job Profile**: As Sales Manager, I lead a team of 20 trained financial advisers and managed to successfully close many business deals with existing/new customers. Build a good team of financial advisers and motivate and drive them to work in a competitive environment. Other responsibilities included forecasting monthly sales plan for the tem and meeting the targets set for the month. I have also involved in sourcing new client leads, converting a business lead to a sale thru continuous communication with prospective customers about the product and service offerings.  **HDFC Bank -** Thiruvananthapuram, Kerala  **Team Leader - June 2004 to May 2006**  Job Profile: As an employee in the home loans division, my duties included forecasting sales plan for the team every month, ensuring achievement of individual and team targets every month, motivating my team to achieve greater heights and individually, sourcing new leads, convincing prospective customers about the products and services offered by the bank, and converting these customers into prospective clients.  **Hilda Trust,** Wayanad, Kerala  **Field Officer - March 1999 to March 2001**  Job Profile: Started my professional career with Hilda Trust, an NGO funded by the CBS, Scotland. To build a linkage between the SHGs and Nationalized banks and help SHGs to avail loans to begin Small Scale Industries. Organize training & seminars for these groups to start small entrepreneurial ventures. Find markets for products manufactured by these small help groups both locally as well as in the international market. Initiate local sales through direct sales, shops, trade fairs and exhibitions.  Brief: Hilda Trust, funded by the CBS, Scotland, mainly focused on human empowerment of financially or economically backward people. Having more than 600 Self Help Groups, with ten members in each group, Hilda Trust provides education, training and development to group members to achieve social and economic stability.   |  |  | | --- | --- | | * **Technical Skills** |  | | * Microsoft Office Word 2007 * MS Excel 2007 * MS PowerPoint 2003 * Internet & E-mail | | | | | | | | | | |
| * **Qualification** | | | |  | | | | |
|  | | | | | | | | |
| * **MBA- Master Of Business Administration.** (**Marketing &Human Resource Management** )   From Coimbatore institute of management & Technology, Coimbatore, Bharathiar university, Coimbatore, India. | | | | | | | | **2002-2004** |
| * **Career Option** | | | |  | | | | |
| * Dubai Shopping Fest visit 2008. * Successfully completed foundation training for leading insurance companies. * IRDA licensed. * Attend many workshops for micro credit and community business development. * Participated in many workshops and seminars related to ISH projects. * Done a project work for one of the leading Malayalam daily, in space marketing. * Develop distribution channel for one of the leading online shopping portal. | | | | | | | |  |
| * **Skill Sets** | |  | | | | | | |
| * Excellent track record of bottom line results * Significant accomplishments in turnaround situations, team-building, strategic planning & revenue enhancement * Productive and efficient work habits without supervision * Adept at communicating with management, vendors, and internal departments to coordinate overall marketing effort * Exceptional Communicating skill with clients * Strong negotiation skill and problem solving abilities | | | | | | | | |
| * **Area of Interest** | | | | | | |  | | |
| * Sales & marketing * Planning & Coordinating * Actively involved in organizing various socio-cultural events in the college * Sports & Games   + - * Captain - College Basketball team       * Captain – College Cricket team | | | | | | | | | |
| * **Personal Details** | | | | | |  | | | |
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| Nationality | | | : Indian | | | | | |
| Date of Birth | | | : 24-05-1974 | | | | | |
| Marital Status | | | : married | | | | | |
| Languages  Hobbies | | | : English, Malayalam, Hindi and Tamil.  : Listening to Music, Football and Reading books | | | | | |
| Personnel Traits | | | : Honesty, Sincerity and Punctuality | | | | | |
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**Declaration**

I hereby declare that the information provided above is true to my knowledge and belief.