**Gulfjobseeker.com CV No:** **1303542**

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**CAREER OBJECTIVE:**

• To develop a successful career in an esteemed organization that will provide me with

a Professional exposure, sufficient responsibilities and opportunities to learn. I will be

a good contributor to the company’s growth by being an effective team player by

Utilizing my skills and knowledge coupled with communication and leadership skills

**PROFESSIONAL QUALIFICATIONS:**

|  |
| --- |
| • Possess leadership quality • Excellent communication skills • Strong analytical and conceptual skills • Pleasing personality • Quick learner and adaptable • Reliable and resourceful • Public speaker and a performer |

**WORK EXPERIENCE:**

 7 YEARS EXPERIENCED IN MARKETING AND SALES

1. **Working as a store manager Life Health Care Group Dubai, from 2013**

**Feb. 1st to till date**

This is a retail marketing company in UAE with more than 100 branches in all over the UAE

1.Managing the store

2.Customer management and Staffing

3.Ordering and dealing the suppliers

4. Seasonal based promotion planning and executing

5.Establishing the monthly business plans and strategies

6. Inventory management

7. Team Buidling and Training

**2.Worked as a MEDICAL REPRESENTATIVE In IPCA labs cochin from 2007 July to 2008 Feb.**

This is an Indian based Multi National company and they are having opening in 16 other countries

1. Building and Developing sales in cochin

2. Developing and Managing 10 local distributors

3. Monitoring the stock availability, Orders and Arrivals

4. Performing marketing survey

**3.Worked as a Medical Representative In Dr.Reddys Labs from 2008 February**

Working as an Area Sales Manager in this company, I joined in this

company on 2008 feb as a Medical sales representative and I got promoted as an manager in 2011 April based on my performance and ability. Now 5 team members are reporting to me and Iam reporting to the Regional Sales Manager of Kerala state

1. Establishing Annual business plan and Strategies

2. Developing the strategies and objectives

3. Monitoring and analyzing team members process and sales

4. Managing and expanding existing accounts

5. Market research and promotion of product

6. Achieve sales target by execution excellence and team management

**Achievements**

When I joined in DR REDDYS the average sale was 12lk but within 2 years it

has reached 20lk

• I had received BEST COACH award for many times in this period

• Highest unit sales for the newly launched brands

• Maintaining the all India no 1 position for the past 4 years

**EDUCATION:**

**Master of Business Administration-Marketing**

Bharatiar University 2010

**Bacchelor Of Physics**

 Calicut University 2007

**COMPUTER SKILLS:**

* MS OFFICE.
* Internet and e-mail applications.
* POWER POINT

**STRENGTHS:**

* Hardworking
* Team Management
* Punctual
* Pro active
* Self motivated
* Dedicated &
* The zeal to work as a team.

**INTERESTS AND ACTIVITIES**

* Browsing
* Listening to music
* Traveling
* Reading
* Drawing

**PERSONAL INFORMATION**

Date of Birth : 23 May 1987

Nationality : Indian

Marital status : Married

Languages Known : English, Hindi, Tamil & Malayalam

**REFERENCE**:

Will be furnished on request

**DECLARATION:**

I hereby declare that the above-mentioned information’s are true to the best of my knowledge and belief. I assure that I will discharge my duties and responsibilities to the best of my capacity for the betterment of the organization.