CURRICULUM VITAE

**UNNI**

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**PROFILE SUMMARY:**

* A result oriented professional offering 9+ years’ experience in **Sales & Marketing Operations** and **Customer Relationship Management.**
* Exhibited abilities in generating leads and consistently increasing revenues.
* Highly successful in driving revenue & profit gains and improving organisational performance.
* Leveraged with skills in providing after sales services by understanding clients’ requirements and providing services related to failures.
* Honed with sound analytical and problem solving skills.

**EDUCATIONAL QUALIFICATION:**

* **Master of Business Administration-**Marketing & HR**.[**2009-2011**]**
* **Bachelor degree in Commerce.[** 2004-2007**]**
* **Plus Two -Board of higher secondary,** Government of Newdelhi**.[** 2001-2003]
* **SSLC-General Education Department, Government of Kerala.[**2001**]**

**WORK EXPERIENCE**

**Relationship Officer – May 2016 to Present**

**Employers name – Dunia Finance LLC.**

**Location- Dubai, UAE.**

**Roles and Responsibilities**

* Cold calling to arrange meetings with potential customers to prospect for new business.
* Achieving the monthly target assigned by the company.
* Key products – Personal Loans & Auto Loans.

**Territory Sales Manager- Nov 2014 to Dec 2015**

**Employers name - Reliance Communications Private Limited.**

**Location- Kerala, India.**

**Roles and Responsibilities**

* Handling Distributor and DSR to Achieve Sales Target.
* Mapping new Retailer outlets to Improve Sales Revenue.
* Conducting more Activities to Improve Activations.
* Handling Retailers Issues and their requirements accordingly

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| **Sr. Sales Consultant - Dec 2012 to Sep 2014****Employers name - Saud Bahwan Group.(TOYOTA)****Location – Muscat, Oman.****Roles and Responsibilities*** Handling the responsibility of driving sales towards achievement of the target through direct marketing
* Cold calling to arrange meetings with potential customers to prospect for new business
* Conducting after-sales follow-up with the customers and addressing their requirements accordingly
* Demonstrated excellence in overachieving the target by 20%
* Mainly concentrated on referral sales through after sales follow up.
* Specially concentrated on fleet customers like petroleum companies and rent a car customers and provided repots to the company marketing department to plan marketing plans for next quarter.
* Handled negotiation with the customers without effecting profit of company.

**Sales Officer –November 2011 to December 2012.****Employer’s name – Nippon Toyota. (TOYOTA).****Location –Kollam, Kerala.****Roles and Responsibilities*** Cold calling to arrange meetings with potential customers to prospect for new business.
* Planned various events to generated leads and achieve the target of the company.
* Submitted the monthly sales forecast report.
* Conducted continuous market visits, to know the purchasing demands of customers.
* Provided daily report about the day to day sales updates to the Sales Manager.

**Marketing Executive –Jan 2007 to Mar 2009****Employer’s name – Kerala Kaumudi Daily.****Location –Trivandrum, Kerala.****Roles and Responsibilities*** Achieving the Sales target.
* Convince the customers with current offers which is offered by company.
* Listening to customer requirements and presenting appropriately to make a sale.
* Maintaining and developing relationships with existing customers in person and via telephone calls and emails.

**Insurance Advisor - Dec 2003 – Dec 2006****Employer’s name - Max NewYork Life Insurance Company Ltd.****Location – kollam, Kerala.** **Roles and Responsibilities*** Meeting Customers to Explain the Product Value.
* Achieving Monthly Sales Target.
* Mainly Concentrated on Unit Linked Insurance Plan(ULIP) and Pension Plans.

**TRAININGS ATTENDED:*** IRDA License Holder
* Life and General Insurance Sales Training.
* Toyota Product Training by SBG group.
* Customer Service Sales Training

**PERSONAL DETAILS**Nationality Indian Driving License Oman & IndiaDate of Birth 28-11-1984Languages Known English, Malayalam, Hindi, Tamil Visa Details Innovation Employment VisaMarital Status Married**Date - Unni** |