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 & India  Date of Birth 28-11-1984  Languages Known English, Malayalam, Hindi, Tamil  Visa Details Innovation Employment Visa  Marital Status Married  **Date - Unni** |