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**PERSONAL PROFILE**

Post graduate from DCSMAT Business School (INDIA), with almost 5 year experience in business development and marketing. I was able to develop decision making skills, negotiation, problem solving and interpersonal capabilities through professional experience and academic study. A task oriented team player; I am currently looking for a career in Marketing and Business Administration

**HIGHLIGHTS**

* 5 years of expertise in Sales and business development operations in INDIA.
* Professional Qualification in Business administration (PGDM in Marketing And Finance from DCSMAT BUSINESS SCHOOL, KERALA ,INDIA)
* Proven track record of Co-ordinating and monitoring sales operations efficiently to meet the dead lines.
* Ability to take initiatives and work under minimal supervision
* Good in working as a team and demonstrate good leadership skills.

**EDUCATIONAL EXPERIENCE**

**Post Graduate Diploma in Management (PGDM) –DCSMAT BUSINESS SCHOOL, KERALA, INDIA**

**July 2007 –April 2009**

**Modules Studied**

* Specialized in marketing modules like Marketing communication, international marketing & managing markets
* Also studied about the main managing subjects like managing finance, managing operation, managing strategy & managing information.

**B.sc Physics from SSV College Perumbavoor, Kerala, India**

**June 2002– May 2005**

Graduated from MG University in physics with chemistry and mathematics as additional subjects.

**PROFESSIONAL EXPERIENCE**

**Business Development Manager (BDM): PROVOMI Animal Nutrition India Pvt Ltd.**

**February 2014– Till date.**

**Duties and Responsibilities**

* Works to improve company's market position and achieved financial growth.
* Creating long term and short term business strategies according to the company’s needs.
* Visiting veterinary hospitals. Regular meetings with doctors and medical shops.
* Participating different shows and finding new ranges of sales opportunities. .
* Performing follow up duties through meeting potential clients and maintaining, and leveraging the network.
* Handling distributors and ensuring product deliveries on time
* Handling with multiple clients and maintaining a good customer relation.

**Business Development Executive: Himalaya Drug Company, Bangalore, India**

**July 2013 –January 2014**

**Duties and Responsibilities**

* Maintained to sell in both B2B and B2C.
* Understanding clearly the requirements of the customers and sell them the best products.
* Maintained high level of customer service by visiting the customers directly and promote business.
* Achieved the sales targets within the time period.
* Presented the products to in a structured professional way.
* Recording sales and order information and reporting it to the Sales manager.
* Co-coordinating and preparing telemarketing activity.
* Responsible for maintaining and updating companies social media activities.

**Market Research Analyst: SreedhareeyamAyurvedic Medicines.**

**June 2011 - January 2013**

**Duties and Responsibilities**

* Maintaining a good rapport with all the distributors.
* In charge of all promotional activities, making a strong record of customer focus a high standard for the role
* Comparative analysis of the products in the markets and report generation
* Creating targeted business development and marketing strategies
* Leading, mentoring & monitoring the performance of the team to ensure efficiency in process operations & meeting of individual & group targets
* Conducting proper market study; market analysis, primary and secondary sales study , swot analysis and report generation

**Relationship Manager: JRG SECURITIES LTD**

**July 2009- April 2011**

**Duties and Responsibilities**

* Clearly understanding share market movements and changes of share values and providing accurate services to the customers
* Responsible for meeting sales goals and overall quality of service.
* Conduct sales and marketing calls to book meetings with potential clients.
* Constant monitoring of both share and commodity market
* Promote the company brand to key buyers; ensuring their knowledge is current and appropriate

**KEY SKILLS**

**IT Skills**

* Proficient in all Microsoft Applications (Word, Excel, Power point).

**Language Skills**

* Fluent in English, Malayalam and Tamil.

**ADDITIONAL INFORMATION**

* Involved in Volunteering activity at the college level.
* Experience in organizing promotional and other events during post-graduation

**PERSONAL DETAILS**

* Date of Birth : 31st may 1985
* Nationality : Indian
* Marital Status : married
* Visa Status : Visiting Visa

**REFERENCES**

Available upon request