

**Whats app Mobile:+971504753686**

**Gulfjobseeker.com CV No:**

E-mail: [gulfjobseeker@gmail.com](mailto:gulfjobseeker@gmail.com)

**ABRIDGEMENT**

* Ability to understand and apply market intelligence to sales strategy
* A high networking capability
* Excellent relationship building & interpersonal skills; problem solving & organizational abilities.
* Provide input to marketing initiatives in order to assist in promoting and developing the business.
* A keen communicator with ability to relate to people across all hierarchical levels in the organization.
* Able to prioritise and organise workload effectively, completing tasks within deadlines without compromising on quality.
* Proficient in organising training programmes towards enhancing employee productivity and building committed teams.

**ORGANIZATIONAL EXPERIENCE**

**Lumax Industries Ltd, Bangalore, as Assistant Manager – Sales ( Sep’2014 – Dec’2015)**

**Key Responsibilities:**

* Handling key accounts like Toyota Kirloskar Motor Pvt. Ltd, Renault-Nissan Automotive India Pvt.Ltd, Honda Motorcycle and Scooter India Pvt. Ltd, India Yamaha Motor Pvt. Ltd.
* Presenting the company as credible and professional supplier of products and services.
* Travelling extensively to meet customers.
* Sales order review and sales plan by ensuring plan meets the budgeted monthly sales figures.
* Collecting Customer feedback, implementing improvement activities suggested by customer and future requirements .
* Getting sales order from customers for aftermarket.
* Analysing corrective action records and setting target on customer satisfaction process and its capabilities.
* Monitoring delivery rating, premium freight, Machine capacity data.
* Making contingency plan.
* Responsible of handling cash returns and day to day sale.
* Doing competitor analysis and scope of increasing Share Of Business.
* Motivating staffs in achieving their target.
* Making cost reduction plans and implimenting those without touching the core business.

**Counsellor Overseas Consultancy Pvt Ltd / Login Edu Tree Pvt Ltd, Assistant Manager – Business Development (May’ 2012 – Jan’ 2014)**

**Key Responsibilities:**

* Implimenting structure and order into business operations.
* Work with and Group marketing to develop marketing campaigns to support Sales Strategy.
* Producing customer - specific proposals, and attending client meetings and presentations
* Provide regular feedback to senior management about marketplace and competitor activity.
* Develop effective working relationships with clients through regular meetings and identify and obtain further sales and business development opportunities.
* Identify requirements for new products & services to anticipate the potential market.
* Undertake regular project reviews with all involved in these processes to ensure transfer of knowledge.
* Collecting customer feedback and market research
* Making cold calls and performing follow up duties.

**Nov’11-Apr’12 with Newport Business School, as Research Assistant**

**Key Result Areas:**

* Gathered the source data through questionnaire and collected relevant information from employees working within SME’s in Welsh province.
* Carrying out the data analysis and interpretation using statistical tools to test the hypothesis to find out actual outcomes from the research.
* Conducted study of SME’s in Wales in terms employ – employer relationships.

**Major Project:**

* Completed a short term research project within Newport Business School which aims at bringing about the new developments and improvements in the higher education.
* Rendering support over a new research project titled ‘Social Capital and Innovation in Welsh SME’s’.

**PRECEDING ASSIGNMENTS**

**Oct’05-Jan’06 with Hinduja i as Customer Service Executive**

**May’04 – Sep’05 - Magus Customer Dialogue, Customer Service Executive**

**SCHOLASTICS**

* Masters in Business Administration from University of Wales, Newport in 2010.
* Bachelors in Business Administration from University of Madras, Chennai, India in 2006.

**DISSERTATION**

Title: Workaholic Behaviour in IT Industries

**PERSONAL DOSSIER**

Date of Birth : 20th April 1983

Languages Known : English, Hindi, Malayalam and Tamil