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| **First Name of Application CV No 1623144**Whatsapp Mobile: +971504753686 New_logo.gifTo get contact details of this candidate Purchase our CV Database Access on this link.<http://www.gulfjobseeker.com/employer/services/buycvdatabase.php> **Personal Info:****Nationality** IndianMarital Status Single**Date of Birth** 7th May 1989**Languages English,** **Hindi,** **Telugu &** **Tamil** | **Career Profile*** Client support and sales Executive for Freight Forwarding and Warehousing
* Expertise in Cross Selling, Upselling and Reference Sales

**Career Objectives** * To pursue a career in Sales/ Marketing in Logistics/ SCM/ FMCG
* To utilize and enhance my sales skills and work experience in SCM

**Key Skills*** **Client Relationships:**Maintaining relationships with clients by providing support, information, and guidance.
* **Research & Prospecting Skills:** Gathering market & customer information and identifying business opportunities by identifying prospects and evaluating their position in the industry.
* **Communication & Negotiation:**  Proficient speaker of English, Hindi, Telugu & Tamil languages. Negotiating on price, costs, delivery and specifications between clients and salesman.
* **Sales Call Planning:**Analysing sales trends and competition information and tailor unique sales approach to ensure efficacy of call.

Work ExperienceFreight Systems India Private Limited, New Delhi, India Sales ExecutiveFebruary 2015 - Present **Responsibilities:*** Identifying and securing all relevant Freight forwarding and Warehouse sales opportunities.
* Making calls to new and existing customers to explore business opportunities.
* Generating leads from sales calls and relaying successful leads and appointment data to concerned sales representatives.
* Making follow up calls to customers who have shown interest during initial contact.
* Handle inbound calls and provide callers with product and service information.
* Emphasize on product features and benefit, quote prices and prepare sales forms.
* Manage pre-calling planning activities such as call opening, relay of product information and call closing.
* Recording customer enquiries and quotations into ERP (eFreight Suite) and sending copies to sales managers.
* Using the MS Office Suite 2013 extensively including MS Word, MS Excel, MS PowerPoint.
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**Sales Call Projects**

* Freight Forwarding Business
* Warehouse Business Sales & Development

**Education and Qualifications**

* **Indian School of Business Economy (ISBE), New Delhi, India**

PGDM in Sales & Marketing

* **Jawaharlal Nehru Technological University, Andhra Pradesh, India**

Bachelor of Technology in IT

 Achievements: Winner of Best Batsman Award in College Cricket Tournament.

Runner-up in extempore paper presentation.

Runner-up in College Quiz Competition

Hobbies: Travelling and photography