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| **First Name of Application CV No 1623144**  Whatsapp Mobile: +971504753686  New_logo.gif  To 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** Indian  Marital 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, IndiaSales 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. |

**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