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| **AASIRVAD**  [**AASIRVAD.291998@2freemail.com**](mailto:AASIRVAD.291998@2freemail.com) |

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| **Career Objective** |

To seek a challenging career in IT Sales and marketing management and provide solution that requires technical expertise and innovative outlook that will utilize my qualification, experience & knowledge. My challenge will be to work as a Sales Professional and to grow technically in order to add valuable contributions to a forward thinking organization so as to direct my efforts towards achieving result-oriented management.

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| **Career Summary** |

Over 9 years of experience in the field of IT/Sales/Telecommunication/Customer Support Centers. Providing various solutions related to IT/other products. Also providing customer related problems in the field of Service Providers.

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| **Area of Expertise** |

Commercial sales

Customer service

Account Management  
organizing staff  
marketing campaigns

Tele Marketing

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| **Work Experiences** |

**Sales Executive (Associated to Al Rostamani Communication – Etisalat Telecom**

**Dubai, Since April 2015)**

**Responsibilities**

* Searching for new Corporate clients for GSM and FIXED Services in UAE
* Travelling to visit potential clients
* Establishing new, and maintaining existing, relationships with customers
* Managing and interpreting customer requirements
* Persuading clients that a product or service will best satisfy their needs
* Offering after-sales support services
* Recording and maintaining client contact data
* Supporting marketing by attending trade shows, conferences and other marketing events
* Making technical presentations and demonstrating how Services will meet client needs
* Providing pre-sales technical assistance and product education
* Solving client problems

**Territory Sales Executive (Associated to Hewlett Packard**

**Kerala, India Aug 2010 – Apr 2015)**

Selling HP Printers, Scanners and Laptops to the Dealer’s. Listening to the dealer’s requirements and the discussing the company’s products and benefits we can offer

**Responsibilities**

* Improve and Maintain Channel Sales
* Key Account Managing
* All Kerala Partner Scheme and claim coordinating
* Help to Achieve the Target of T2 Partners
* Handling Internal sales Promoters

**Territory Sales in Supplies (Associated to Hewlett Packard**

**Calicut, Kerala, Kerala Sept 2009 – July 2010)**

Contacting prospective clients, assessing their requirements then selling them the company’s products and services that match their needs. Also responsible for maintaining ongoing relationships with customers to foster repeat business

**Key Responsibilities**

Selling HP Consumables (Cartridge, Toner) to the Dealer’s. Listening to the dealer’s requirements and the discussing the company’s products and benefits we can offer

**Sales Coordinator (Associated to Vodafone Essar Cellular Ltd Oct 2007 – Aug 2009**

**Job profile**: To enhance the customer service with quality

The job is all about ensuring the customer satisfaction and settling the service related disputes. Closing corporate deals and collecting feed backs from the customers on a weekly basis. Feasibility study for new ventures and projects, Supervise collection and retention activities and submission of reports. Preparing new ideas and conducting customer interaction programs for supporting the channels.

**Key Responsibilities**

* Sales Coordination
* VAS penetration
* Enhance Showroom experience
* Reduce the complaints of the customers
* Data management and Report adherence
* Handling Handset Swap
* Escalating Issues to Concerned department and solving issues within TAT
* CAF Management
* Bill payment collection
* updating of Bill amounts
* Remittance to Bank

**Customer Care Executive (Associated to Hutchisson Essar Jan 2007 – Oct 2007)**

**Job profile:** To enhance the customer service with quality

The job is all about ensuring the customer satisfaction and settling the service related disputes, looking up collection and retention, pre-paid as well as postpaid Sales &Caf management

**Key Responsibilities**

* Enhance Showroom experience
* Reduce the complaints of the customers
* Training and SEF Adherence

**Sales Executive (Associated to Reliance Communications**

**Kollam, Kerala Jun 2006 – Dec 2006)**

Responsible for selling the products, including postpaid and prepaid connections, cellular phones and parts, network managed services, cabling, corporate Internet access, looking up collection and retentions.

**Key Responsibilities**

* Sell telecommunications products and services to the customers
* Leverage the CRM system to develop prospecting and sales strategy that ensures high activity and effective closing ratios.
* Manage a territory using technology, prioritization and time management skills.
* Maintain an updated database in sales database including all activities with their current status.
* Maintain open and effective lines of communication throughout the organization to maintain a sense of teamwork, enthusiasm, pride, and quality workmanship.
* Capture and review any competitive intelligence gathered and proactively communicates this information to marketing.

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| **Educational Qualifications** |

**BSC** Physics: From Periyar University

**S.S.L.C** : Board of Public Examinations, Kerala State

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| **Personal Strength** |

Confident & Competent

Helpful

Positive Thinking

Patient & Compassionate

Team Player

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| **Personal Interest/Hobbies** |

Driving

Travelling

Listening to music

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| **Personal profile** |

Date of birth : 4th May 1985

Gender : Male

Marital Status : Married

Nationality : Indian

Visa Status : Job Visa

Languages Known : English, Hindi, Malayalam and Tamil

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| **Declaration** |

I hereby declare that the above details are true to the best of my knowledge and belief

and will produce the references in time as needed