JAGADISH SASIDHARAN

**Professional Summary** To associate with a progressive organization that gives me to apply my knowledge and skills with the latest trends and be a part of the team that dynamically works towards the growth of the organization

**EDUCATION:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **COURSE** | **INSTITUTION** | **UNIVERSITY** | **YEAR** | **MARKS/CGPA** |
| Masters in Business Administration(MBA) | SRM UNIVERSITY,CHENNAI | SRM | 2011-2013 | 70 |
| B.Com | RAJAGIRI COLLEGE OF MANAGEMENT AND APPLIED SCIENCES | MG UNIVERSITY | 2008 – 2011 | 70 |
| 12th | VIMALAGIRI PUBLIC SCHOoL | CBSE | 2008 | 82 |
| 10th | VIMALAGIRI PUBLIC SCHOOL | CBSE | 2006 | 63 |

**PROJECTS DONE**:

* + An Organisation Study at Cochin Minerals and Rutiles Ltd
  + A Study on Customer Satisfaction of Farmers using power weeder in KAMCO LTD Cochin

**LANGUAGES KNOWN:**

|  |  |  |  |
| --- | --- | --- | --- |
| **LANGUAGE** | **READ** | **WRITE** | **SPEAK** |
| ENGLISH | YES | YES | YES |
| HINDI | YES | YES | YES |

**INTERPERSONAL SKILLS:**

* Self-motivated and confident.
* Discharge duties with commitment and sincerity.
* Excellent written, oral and presentation skills.
* Ability to maintain Good Relations
* Self analysis of situations and take appropriate actions.

**INTERESTS:**

Technology,Music,Movies

**PERSONAL INFORMATION:**

Date of Birth: 24-04-1990

Nationality: Indian

Gender: Male

Marital status: Single

**COMPUTER SKILLS:**

* MS Excel,Powerpoint ,MS Outlook
* Internet

**Work History**

From July 2013 to May 2015 -Worked with Chennai-India)

Responsibilities

* Customer Account & Relationship Management.  
   Plan & carry out marketing activities for Bancassurance products.
* To provide & maintain, on an ongoing basis, a daily sales report, figures, forecasting & any other records which may be required by the Team Leader/Cluster Head to keep up-to-date records of sales & performance.
* Understanding the needs of the end customer & providing appropriate financial solutions.
* Handling of Relationship to aid customer for all his wealth requirements.
* To ensure customer documentation is complete & in compliance with the bank’s requirements.
* To help coordinators resolve discrepancies associated to customer documentation.
* Interaction with other team members.
* Attending product trainings, to be up to-date with the market developments.

From Feb-2015 to Jan 2016 Worked with Rivoli Group LLC

Designation – Sales Associate

* Understanding and providing assistance in satisfying customer needs & queries about products, prices and services
* Advising customers on product ranges best suited to their needs
* Achieving the sales target and focus on increasing sales by using advanced sales techniques
* Focusing on Up selling/ Cross selling
* Maintaining customer relationships in order to build long term brand loyalty
* Handling new launches, promotion of products and visual merchandising
* Ensuring stock replenishment at all times
* Maintaining general cleanliness, hygiene standards and visual displays
* Implementing CRM at the store level ao nd providing relevant feedback
* Coordinating with Customer Care Centre for after sales service
* Generating Daily Sales Report
* Following all company procedures in ordering, cash handling and other common practices

From –Feb2016 to Present – Certify Technologies FZE

Designation – Sales Executive

Responsibilities

* Attending initial sales meetings and meeting the client
* Determining a client's business requirements and whether the products being considered are suitable
* Decide whether the software needs adapting to meet the client's needs
* Answering any technical questions the client might have.
* Presenting your findings to a technical team to act on, and then to the client

**Job Seeker First Name / CV No: 1799490**

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