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| PERSONAL PROFILE | **CAREER OBJECTIVE** |
| **Email:**  [Ihsanyoosuf.338796@2freemail.com](mailto:Ihsanyoosuf.338796@2freemail.com)  **Personal Data:**  Age : 21 years  Date of Birth: 17 - Jan- 1996  Sex : Male  Marital Status: Single  Religion : Islam Muslim  Nationality : Indian  Visa Status : long term visa  Profession: business administration  **Languages Known:**   * English (Read, Write & Speak) * Malayalam (Read, Write & Speak) * Hindi (Read,write&Speak)   Software Skills   * TALLY * MS OFFICE * ALL INTERNET BASED TRANSACTIONS | To be involved in a post at an established organization where I can learn as well as utilize my skills and have a mutual growing relationship with the organization.  **PROFILE:**  A dynamic and energetic individual who is polished and professional in both appearance, personal interaction, and all communications. Ihsan uses his ability to combine technical knowledge with sales skills to act as a primary contact for product demonstrations, client needs assessments and the development of technical specifications. he has a long track record of not only promoting the sales, testing and repair of his products, but also in helping in the design of custom-made products. Possessing superb communication skills means that he is capable of simplifying and communicating complex concepts to a non-technical audience. Right now he is looking for a suitable position with a company that is well established and outperforming the market.  **EDUCATION:**   * Perusing Master of Business Administration **(MBA)** **Bharathiar University India.** * Bachelor of Business Administration **(BBA) Calicut University 2013-2016.** * Higher Secondary Course from **Kerala State Secondary Board of Education, India 2011-2013.** * Secondary School **Kerala State Secondary Board of Education, India 2011.**   **PROFESSIONAL EXPERIENCE:**  **Company : BRD CAR WORLD**  Role : Sales executive  Experience : may2016-jan2011     * **I have done my own event management and catering service for two years.**   **DUTIES & RESPONSIBILITIES:**   * Demonstrating how a product meets a client’s needs. * Working with existing customers to help them get the most out of the products they have bought. * Providing sales support during virtual and onsite client meetings. * Liaising with both current and potential clients to develop existing and new business opportunities. * Identifying the customer's current and future requirements. * Identifying client requirements. * Reviewing customer drawings, plans and other documents in order to prepare detailed technical proposal for them. * Preparing reports for head office and senior managers. * Offering after-sales support services. * Conveying solution benefits to both business and technical audiences. * Demonstrating products, services and solutions to potential clients. * Preparing and presenting potential cost benefit analysis to potential clients. * Delivering presentations and demos to audiences. * Conveying customer technical requirements to the Internal Engineering teams. * Maintaining existing, long-term relationships with customers. * Putting together technical instruction for customers in relation to the use, operation and maintenance of purchased products. * Travelling to visit potential clients. * Negotiating tender, contract terms and conditions. * Maintaining professional working contact with key suppliers and third parties.   **KEY SKILLS AND COMPETENCIES**  Sales   * Experience of a Sales executive role in the automobile industry. * Strong consulting and needs assessment skills. * Strong time, project management and multi-tasking skills. * Ability to conceptually adapt technologies to fit various ideas.   **DECLARATION**  I hereby declare that the above mentioned data are true to the best of my knowledge. |
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