**CURRICULUM VITAE**



**MAHESHA**

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Dubai, UAE.

**PREFERENCE**

**LOOKING FOR MIDDLE LEVEL POSITION IN SALES &MARKETING.**

**PROFILE SUMMARY**

To commit myself for the progress and development of the Organization through my abilities, skills and hard work and to create an identity for myself. To be efficient in sales and grow steadily in the organization by gaining maximum experience.

**OBJECTIVE**

* To pursue a challenging career in an Esteemed Organization that provides opportunities to exercise my skills and also work towards the growth of the organization through innovative ideas and team work.
* Work sincerely and efficiently towards achievement of Organizational goal.
* Develop interpersonal relations so as to create excellent working conditions at the work place.
* Secure job in an Organization, which promotes professional Development.

**EDUCATIONAL QUALIFICATION**

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| --- | --- | --- |
| **YEAR** | **COURSE** | **INSTITUTION** |
| 2009 | PUC | Ganapathy pre-university College |
| 2012 | Degree | Bachelor of Commerce Sri Ramakrishna College |

**ADDITIONAL QUALIFICATION**

* Tally ERP 9 & E- Finance.
* MS Office (Word, Excel, Power Point) and thorough knowledge of Internet.

**WORK EXPERIENCES**

**SALES EXECUTIVE AT AL ROSTAMANI IT & COMMUNICATIONFROM NOV 2015 TO JULY 2016.**

* To prospect and generate new customer leads in the assigned territory for Etisalat Wireless, Data & Voice Products.
* Managing the complete sales cycle from lead generation, product pith, objection handling, negotiation and closing.
* Coordination with Etisalat sales team, ARC back office team and other team members.
* Maintaining and developing relationship with existing customers in person and via telephone call, emails et.
* Plan and organize personal and sales strategy to maximize the profitability.

**SALES REPRESENTATIVE AT SBK AGENCIES,MANGALORE (MAY 2013 TO JULY 2015).**

* Daily leads generation, Achieving monthly booking numbers, handling team DSR, Showroom visits on daily basis,
* Day to Day operations of Product sales.
* Conduct monthly inventory and reconciliation functions.
* Prepare daily sales reports for management.

**MANAGERIAL SKILLS**

* Multi-tasking, ability to motivate others.
* Strategic thinking, presentation skills.
* Achievement motivation.
* Anticipation of future events.

**FUNTIONAL SKILLS**

* Good Communication & Interpersonal skills, take up any assignment with enthusiasm, ability to learn fast in any environment.
* Attitude to towards corporate mission.
* Ability to learn things fast & implement them.
* Self-motivated.
* Ability to work under stress.
* Ability to interact with the management.

**PERSONAL DETAILS**

Visa status : Visiting Visa

Nationality : Indian

Driving license : Only Indian license

D.O.B : 14-04-1992.

Sex : Male

Marital Status : Single

Religion : Hindu

**EXTRA CURRICULARS**

Professional choreographer in Section8 Dance Academy, Mangalore.

Playing Cricket.

**LANGUAGES KNOWN**

English, Hindi, Tulu, Kannada, Malayalam.

**DECLARATION**

I hereby declare that the above given statements are true and correct to the best of my knowledge.