**BIBIN** **BIBIN.348575@2freemail.com**

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| **CAREER OBJECTIVES** |

To learn and function effectively in an organization and to be a potential resource to the organization where I can utilize all my skills and knowledge which would help the organization to grow and further enhance my growth profile. It would be my never ending dedication to maintain the spectrum of integrity, honesty and character.

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| **CAREER SUMMARY** |

A highly talented sales and marketing executive with proven experience in India. Energetic, tenacious and goal oriented sales professional with solid qualifications in management and customer relations. Proven ability to develop new business and thereby increasing the sales revenue of the company. Persuasive communicator and assertive negotiator with strong deal closing ability.

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| **PROFESSIONAL EXPERIENCE** |

**ASSISTANT SALES MANAGER** – Shwas Homes Pvt. Ltd

11 July 2015 – 17 Feb 2017

*Roles and Responsibilities:-*

* Identify, qualify, and sells to new and existing customers/dealers.
* Customer retention management - retaining the customers by daily follow up
* Help management in forthcoming products and discuss on special promotions.
* Lead management - generating new customers
* Prominence to sales turn over by converting the site visits into sales
* Adherence to sales target
* Preparation of day end report to the GM
* Provide accurate feedback on future buying trends to their respective employers.
* Product based timely delivery
* Supervision of team goal achievement

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| **PROFESSIONAL SKILLS** |

* Team Management
* Strategic Planning
* Business Development
* Sales Management
* Negotiation

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| **COMPUTER SKILLS** |

* MS Office (Word, PowerPoint)
* MS EXCEL
* Language : VB

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|  **PROJECTS** |

* **ORGANIZATIONAL STRUCTURE TRAINING:** KERALA METALS & MINERALS LTD.
This study gave me an insight on one of the most popular companies in Kerala. KMML is the sole monopolistic provider and supplier of Titanium materials in Kerala. I had a very rich learning experience in working there for a period of 30 days.
* **MAIN PROJECT :** A STUDY ON CUSTOMER SATISFACTION TOWARDS ROYAL ENFIELD.

This study includes the customer’s response and awareness towards the brand,products and services of Royal Enfield. It helps me to understand whether the customers are satisfied or not. If not what are the reasons for dissatisfaction of customer towards the dealers and what are the ways of improving the satisfaction level of customers towards the earlier.

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| **ACHIEVEMENTS** |

1. General Secretary, College Council.
2. Pioneering the concept of Inter college fest in Hindustan College.
3. Won 2nd price in marketing event.
4. Employee of the month during June and December 2016
5. Co-ordinator for the Odyssey management fest.
6. District cricket winner.
7. House football team winner.

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| **EDUCATIONAL QUALIFICATIONS** |

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| **DEGREE** | **YEAR** | **INSTITUTE** | **MARKS** |
| MBAFINANCE & MARKETING | 2015 | GARDEN CITY COLLEGE,BANGALORE  | 64% |
| B.COM (Bank Management) | 2013 | HINDUSTAN COLLEGE OF ARTS AND SCIENCE, CHENNAI | 68% |
| XII | 2010 | ST.MARYS RESIDENTIAL SCHOOL, KERALA | 82% |
| X | 2008 | ST.MARYS RESIDENTIAL SCHOOL,KERALA | 66% |

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| **LANGUAGES KNOWN** |

1. English
2. Malayalam
3. Tamil

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| **PERSONAL DETAILS** |

Date of Birth: 29 August, 1992

Gender: Male

Marital Status : Single

**I hereby affirm that the above information is true and to the best of my knowledge.**