**Arun**



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|  *C/o 0505891826* | *Arun.356707@2freemail.com* |  |
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|  | **Summary** | Description: image |  |
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I am a goal driven and highly motivated Sales and Management Professional with over 4years of experience in sales, marketing, automobile service, business development and customer service. I have a proven track record in achieving sales targets, product management, strategic planning, organizing promotional activities, fostering client relations and delivering high service standards that contribute significantly to the company’s growth. I have the ability to master complex product details and identify the related benefit for different target markets, with excellent analytical, problem solving and decision making skills. I am an efficient team leader with good interpersonal skills and a strong ability to organize, coordinate, present and communicate within a diverse mix of people.

**Strengths**

* 6 years of GCC experience in FMCG industry
* 2years of Indian experience in Automobile industry
* Negotiating – Deal Structuring – Client Convincing
* Profit maximization and Revenue achievement
* People management and Leadership skills
* Adaptable to dynamic business scenario

**Qualifications**

* Expertise in Sales and Marketing Management
* Business Development& Analysis
* Customer relationship and retention
* Commitment to excellence

**Bachelor of Business Administration**

Mahatma Gandhi University, Chemmannur Academy of Applied Science, Kerala, India

April 2010

**Diploma in Automobile Engineering**

Rajasthan Vidyapeet University, Nehru Collage of Aeronautics and Applied ScienceTamilnadu, India

March 2007 with a First Class

**Aptech Certified Computer Programmer (e-ACCP)**

Aptech Info Campus, Kerala, India

March 2007 to 2010 with a First Class

**Cisco Certified Network Associate (CCNA)**

Logics Centre, Cochin, India

May 2010

**Career Snapshot**

**Sales Executive** Feb 2012 –Mar 2014

**Al Khan Foodstuff L.L.C,(SADIA –Brazilian Company),**Muscat, Oman

**Service Engineer (Automobile Industry- Suzuki Dealership)**Feb 2011 – Feb 2012

BRD Car World Co. Pvt. Ltd, Kerala, India

**Management Executive (Automobile Industry- Suzuki Dealership)**May 2010 – Jan 2011

BRD Car World Co. Pvt. Ltd, Kerala, India

**Supervisor Trainee (Automobile Industry- Ford Dealership)**Oct 2006 – Mar 2007

Rajasree Ford Co. Pvt. Ltd, Tamilnadu, India

**Product Executive (Silex general Trading- Dubai;U.A.E)**May 2014– Mar 2015

**Business Analyst– Sterling Perfumes Industries- Dubai; U.A.E** May 31 2015 – June 16 2016

**Operation Executive– Veeraytan general Trading- Dubai; U.A.E**– Current Employer( Under Cancelation Process)

**Professional Work Experience**

**Sales Executive – Al Khan Foodstuff L.L.C- (GCC –Oman)**

* Responsible for sales in all Government and Private Supermarkets in Sohar, Saham,Falaj, Liwa& Muscat(Oman)
* Efficiently promoted wide range of products including **Sadia all Brands, Al Areesh, Butter and Cheese Products**
* Implemented a new model of market growth by introducing various sales techniques such as brand improvisations, samplings and display contracts to specialized customers
* Attended sales meeting conducted by various Officials with all concerned Customers to uphold awareness of latest products and features.
* Categorized customers with regarding their market value, previous sales potential to our various products and market value of the customers inorder to boost sales in that particular region among the various competitors.
* Competencies in aggressive sales and marketing, result oriented client relations, business development and customer service.
* Ensure business objectives and strategic goals are met through development, adaption and implementation of marketing plans to maximize current business opportunities and commercialize new opportunities.
* Understand prevailing market trends and issues; analyze its impact towards the business in the long run and further develop strategies in order to oppose any possible business threat.
* Create awareness of the products and hence increase brand image in the target market.
* Maintain knowledge of all products in order to provide a solution to the customer.
* Initiate market research studies and collect information in order to analyze current market trend.
* Preparing quotations to forward to prospective customers, negotiating prices and payment terms, obtaining customer feedback and dealing with any concerns that may arise.
* Work with the team in order to identify product characteristics that will appeal customers.
* Share best practices, ideas, approaches, know-how, cross-selling, opportunities and market knowledge between various groups in the organization.

**Professional Work Experience**

**Service Engineer - BRD CAR WORLD (Automobile Industry- Suzuki Dealership)-(India)**

* Extensively implemented and categorized various work shop duties to the service departments
* Duties involved of dealing with the service supervisors ,service advisors, body shop managers and spare parts in-charge for smooth running of service department
* Manned the brand by setting upservice check-up fielding queries from prospective customers.
* Also obtained feedback from users about the service in a constant endeavor to improve the service formats done by our team.
* Prepared tenders and quotations to forward to prospective customers. Held discussions with clients, negotiated service charges and worked out service targets.
* Prepared many presentations about service camps conducted by service team and branded partspromotional activities, and constantly reported to Suzukiall India corporation
* Created a database of customers in our region and collaborated with customer care in order to implemented a well market value in our zone
* Achieved and managed a good CSI score to our service dealership in initial stages of our dealership

**Management Executive – BRD CAR WORLD(Automobile Industry- Suzuki Dealership)-India)**

* Joined and worked in BRD CAR WORLD by executing all management area in service and sales department
* Duties involved learning, dealing and executing various customers , service stages, insurance claiming, maintaining availability service parts , and pre sales service(PDI)
* Implemented a good on road service team in order to create a good customer relationship
* Managed PRO’s for the publicity of our dealership and introducing new customers to our service center
* Attend calls from various customers to service and repair forvehicles.

**Product Executive – SILEX GENERAL TRADING DUBAI; - (GCC - U.A.E)**

* Joined and worked in Silex General Trading as product executing brand management of products supplied by company
* Duties involved daily sales report for higher authorities, dealing with the principle company, tracking the activities of sales team, and accounts team supporting.
* Implemented a good customer relationship.
* Managed PRO’s for the publicity of our dealership and introducing new brands to our company
* Exclusive Product executive for the Brands – **Sterling Perfumes, Laser, Tippy’s, Stillman & Elmore and Destiny perfumes**

**Business Analyst – STERLING PERFUMES INDUSTRIES DUBAI; -(GCC - U.A.E)**

* Working as a Operation Executive in Sterling Perfume Industries –U.A.E
* Duties involved daily sales report for higher authorities, dealing with the principle company, tracking the activities of sales team, Account team supporting, Annual budget preparation, maintaining stock position and tracking the goods in warehouse.
* Manage reports according to the requirements of management with the help of Microsoft Excel and Access.
* Daily Stock Tracking of warehouse according to the requirements on daily operations of sales.
* Coordinating the sales team for collection in order to support the account team for achieving the collection target on weekly basis.
* Stock forecasting preparation (3 months Forecast) in order to maintain the SKU availability according to the fast moving item list.
* Preparing and Presenting A&P and ROI Analysis for the thorough flow of annual and monthly budget.
* Preparing introduction procedures of new brands into the market as well as forecast for targets and expense in order to implement a base in the outside market.
* Brands Dealing – **Sterling Perfumes, Laser, Tata Salt, Maiyas, Easy clean, Synaa**

**Operation Executive – Veeraytan General Trading; -(GCC - U.A.E)**

* Working as a Operation Executive in Veeraytan General Trading–U.A.E

* Duties involved daily sales report for higher authorities, dealing with the principle company, tracking the activities of sales team, Account team supporting, Annual budget preparation, maintaining stock position and tracking the goods in warehouse.
* Implemented a good customer relationship.
* Manage reports according to the requirements of management with the help of Microsoft Excel and Access.
* Daily Stock Tracking of warehouse according to the requirements on daily operations of sales.
* Coordinating the sales team for collection in order to support the account team for achieving the collection target on weekly basis.
* Stock forecasting preparation (3 months Forecast) in order to maintain the SKU availability according to the fast moving item list.
* Preparing introduction procedures of new brands into the market as well as forecast for targets and expense in order to implement a base in the outside market.
* Brands Dealing – **Vadilal, Louis Cardin perfumes, Roi Perfumes, Kwik**

**Key Skills**

* Computer literate in word processing and spread sheet application.
* Have a flair for presentations.
* Comfortable with the use of audio - visual skills to enhance my oral communication.(Arabic Speaking) .
* Have good problem solving skills and am able to look at issues objectively and then decide on the best course of action.
* Have good inter-personal skills and ability to communicate clearly.

**Personal Details**

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|  | **Nationality** | : Indian |
|  | **Date of Birth** | : 11thFebruary, 1988 |
|  | **Marital Status** | : Married |
|  | **Visa Type** | : Employment Visa |

* **Languages:** English, Hindi, Malayalam, Tamil, Arabic (speaking only).

**Declaration**

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

ARUN