**SREERAJ**

CURRICULUM VITAE

[**SREERAJ.365489@2freemail.com**](mailto:SREERAJ.365489@2freemail.com)

***Objective:***

To secure a position where my expertise in the areas of Sales, Marketing, Supervising and Customer Care can be utilized by a progressive company and thereby grow with experience and exposure.

***Visa status***

Visiting(March 2017-June 2017)

***Summary of Skills & Experience:***

* 5 years experience in Sales& Marketing at Jyothy Laboratories Ltd& Henkel India Ltd.
* 4 years of experience in marketing at Ashique Enterprises
* Excellent sales & negotiation skills.
* Strong communication and interpersonal skills.
* Strong Microsoft Office skills - especially Excel.
* Efficient in Modern Trade & Traditional Trade.
* Strong understanding of customer psychology.
* Skilled to lead and motivate teams to success.
* Adept at facilitating workflow and training improvement.
* Good analytical and problem solving skills.
* Ability to make quick decisions with immense logical.
* Crisis management skill.
* Ability to work to set deadlines, yet remain flexible if requirements change.
* Inventory and Stock Management skills.
* Efficient in merchandising and display activities.
* Self-motivated and determined.

***Professional Experience:***

**JYOTHY LABORATORIES LTD& HENKEL INDIA LTD**

* **MARKETING INTELLIGENCE ASSISTANT***AUGUST 2011 – FEBRUARY 2017*
* Organizing sales visits & demonstrating products.
* Merchandising plan for the product wise as well as the shop wise.
* Monthly sales planning & forecasting.
* Responding to customer demand.
* Ordering & managing stock.
* Brand Building & scope of the product.
* Competition tracking & making proactive plans to counter the new entrants
* Market research and analysis.
* Procurement of sales promotional goods.
* Warehouse Management.
* Establishing new business.

**ASHIQUE ENTERPRISES**

* + SALES EXECUTIVE AUGUST 2007 – JULY 2011
* Monthly sales planning
* Marketing of new products

***Educational Profile:***

* MBA [2007] with aggregate of 59 from Advanced Management College, Bangalore
* BBA [2004] with aggregate of 65 from SAS SNDP Yogam College, Konni, Pathanamthitta
* Higher secondary [2001] with aggregate of 59 from Government boys higher secondary school, kayamkulam, Kerala
* SSLC [1999] with aggregate of 63 from RVSM High school, prayar, Kerala

***Language Proficiency:***

* English, Malayalam(Native),Hindi and tamil

***Personal Profile:***

DATE OF BIRTH : May 14, 1984

AGE : 32 Years

MARITAL STATUS : Married

NATIONALITY : Indian

RELIGION : Hindu

DRIVING LICENSE : India

***References:***

Available on request

***Declaration:***

I hereby declare that all the above information is true to the best of my knowledge and also assure you that I will be loyal to your esteemed concern.