# FASHITH [FASHITH.36686@2freemail.com](mailto:FASHITH.36686@2freemail.com)

**Advantages\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Regional Marketing**

Open up regional markets, Develop new customer, maintain and further develop old customers.

Broad marketing and client understanding Customer need and behavior identification.

|  |
| --- |
| Communication and creating strategies for marketing techniques |
| to improve the marketing audiences and clients across the region  Regional Marketing |

**Business Development**

Strategic and pivotal role in the growth of business through sales development and market widening

Monitor the progress and analyze business

Collect feedback to evaluate effectiveness and purpose of improvements and adaptation of new strategies for future events

Plans to attract clients and effective promotional activities

Feed market information and sales improvements or fluctuations to facilitate management, to develop later sales and marketing plans, analyze competitors and strategies to provide sustained growth

**Areas of Expertise\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* Sales Marketing
* Business Plan Development
* Business Analysis and Performance Improvements
* Administrative Documentation
* Customer Service
* Managing Crisis Situations

**Personal Skills\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* Strong Communication Skills
* Building Relationships
* Planning Strategy
* Creative Thinking
* Tactful and Articulate
* Identifying Critical Issues

**--------SUMMARY & OBJECTIVE--------**

More than 4 years of experience in business management which includes operations and accounts manager in Dammam, Saudi Arabia, Sales Manager in textiles and garments retail store in Calicut India and business development and sales marketing executive in Malappuram India.

During the work in Saudi Arabia I got more exposure in Business Management that gave confidence in managerial roles.

I'm self-driven and self-reliant, set aims and targets and leads example.

Collaborative approach with good communication and interpersonal skills to engage, motivate and encourage others.

Highly focused with business management and administrative experience in different types of industries at various positions for successfully delivering tasks and implementations to tight time schedules.

***I'm currently looking to continue a career in sales marketing and business development in foreign countries.***

**Working Experience \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**2016-05 2017-02 Rident Software Solutions - Malapuram, India**

***Marketing and Business Development Executive***

Working in this company as Marketing and Business Development coordinator for the regional expansion of business areas. During this tenure I learned about marketing and software industry also got more experience in dealing clients and their needs

Duties:

* Initiates marketing and development plans to penetrate regional markets.
* Creating strategies for sales marketing.
* Maintain contact with all customers in the regional market to ensure hight levels of customer satisfaction.
* Work to develop new business contacts and new clients

**2016-11 2017-03 (part-time) Credence Educational - Calicut, India**

***IELTS Trainer and Business Development Executive***

Duties:

* Teaching English to pupils with speaking classes, IELTS and spoken English Training
* Using English Literature and creative drama for teaching English to children and adults
* Developing Business for the institution by using business strategies and online tools

**2012-06 2015-05 Paragon Restaurant Group Dammam Saudi Arabia**

***Accounts and operations manager***

Working as the accounts and operations manager for the Dammam

Branch of Paragon Restaurant, the leading Indian Restaurant in that area.

Responsible for successfully running day to day operations business analysis. Not only deals with operations, but also with development of sales as well as purchasing. Meetings with suppliers as well as management of all operations on daily basis

Duties:

* Along with operations and accounts management, formulation of management directions and strategies in developing restaurant
* Human resource related issues
* Negotiating with legal contracts and issues with govt authorities.
* Planning sales development and day to day operations.
* Accounts related subjects like purchase and sales.

**2010-08 2012-05 Retail textile and garments showroom Calicut, India**

***Sales and Purchase manager***

**Key Skills & Competencies\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

Having a business-focused approach to running a firm. Ensure that everything works with highest possible standards which uphold ethics and human consideration.

Processing a proven track record in business management

* Ability to work to tight deadlines and multi task
* Ability to identify new business opportunities
* Quick learner.
* Evaluating and decision making
* Professional experience with English language

**Languages Proficiency \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

***English*** (Professional), ***Arabic*** (Sufficient), ***Malayalam*** (Native),

***Hindi*** (Intermediate)

**Academic Qualifications\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**2016 IELTS English Proficiency (7 band)**

**2009-2011 Bachelor of Business Administration - Calicut University(disc.)**

**2015-2016 Bachelor of Business Administration - Madurai Kamaraj University**

**2015-2018 B.A Public Administration - Annamalai University(Pursuing/Dist)**