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**AMBIT**

**AMBIT.368494@2freemail.com**

**Obtain a position in a leading Organization where I can maximize my leadership, coordination and communication skills.**

**Core Competencies**

* Brand development.
* Market research and competitive analysis
* Lead generation, lead management and nurturing
* Development and presentation of innovative sales pitches
* Strategic planning and development of improved strategies to expand sales
* Team building and project management
* Client relationship management
* Development of effective proposals and documentation of subsequent business development activities

**Employment Details**

**May’11- Aug’2012 with Sutherland Global Services as Consultant.**

**Jan’13-Jan’15 with C-Cubed solutions ltd. As Sr. SEO analyst cum Content writer.**

**Since Feb’15 as a Business Development Executive in Cross Waves International Shipping Services LLC**

**Key Result Areas**

* Providing effective solutions to the customers by listening patiently to their queries.
* Handling customers’ inquiries and sending quotations to them at the earliest.
* Handling customs documentation and doing regular follow ups with clients.
* Developing insightful, thorough recommendations to improve the overall business of the firm.
* Handling office administration as well as interacting and arranging meetings with the clients.

**Highlights:**

* Adept in customer service and sales coordination and also in pacifying irate customers.
* Excellent communication skills that enable to delve into the details of the customers’ queries and provide easy solutions in short time.

**Interpersonal skills:**

* Presentation skills and confidence in introducing new ideas and

initiating meetings with clients

* Communication skills that help in maintaining social as well as

professional relationships

* Leadership ability and high motivational skills that help in encouraging team members to work together
* Ability to handle and effectively communicate with different types of customers
* Socializing skills that help in encouraging team members to come up with and express new ideas

**Education**

* B.Sc (Biotechnology) from M.M.N.S.S. College, Konni, Kerala with 65%
* XII from New Green Fields Public School with 65%
* Xth from New Green Fields Public School with 85%

**Personal Details**

Date of Birth: 13th July, 1988

Languages Known: English, Hindi, Malayalam

Nationality: Indian

Marital Status: Single