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**Nidheesh**

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# CAREER OBJECTIVE

To secure a job which gives me a chance to utilize my skills and talents to the best, which helps me in obtaining a challenging position where opportunity for growth and overall personality development is ample by keeping the organization’s goals in mind.

***Post Applied for: Sales****/****Marketing****/****Operations***

STRENGTH AND PERSONAL QUALIFICATIONS

* Consistent, ability to work under pressure while maintaining consistent high standards
* Dedicated to personal growth. Keen to embrace new technology
* Self-Starter with the ability to analyze operations and recommended strategies to improve performance.
* Proficient in basic computer applications

PROFESSIONAL EXPERIENCE

1. **VCU Business Solutions Pvt Ltd**

Calicut- India

Role: Business development manager

March-2017 to July 2017

Duties consisted of

* Handle end to end sales by conversion of pre-generated leads across multiple continents including NA, Europe & US
* Strategize to build and acquire clients across multiple industries for research and consulting services.
* Responsible for account handling and their requirement handling for all the content.
* Maximize revenues from the same accounts by delivering the most expected content, and cross selling and up selling.
* developing proposals/business case/presentations to the clients, pitching in for the expected research content by the clients,
* Customizing content in terms of market research report/titles aptly suiting the needs of the clients.
* Consolidating and overlooking the requirement of the clients.
* Decide upon the market studies/topics to be researched.
1. **Tempest Automotive- Royal Enfield**

Kalpetta, India

Role: Senior Sales Executive

May 2016 to March 2017

Duties Consisted of

* Co-ordinating indoor and outdoor sale of motorcycles
* Organizing promotional events, and focused to work on achieving specified targets
* Developing new sales by attracting new prospective and maintaining relationship with existing customers.
* Reporting to the sales manager on periodic sales and activities
* Organizing ride outs and road shows
1. **M/s Olive Building Materials Trading LLC**

Abudhabi, UAE

Role: Sales executive

May 2014 to December 2015

Duties Consisted of

* Coordinating the indoor sales activities in the showroom of the company
* Preparation of local purchase orders to the suppliers and quotations to the customers
* Maintain the records of sales activities
* Organizing sales visits
* Establishing new customers and maintain relationship with existing customers
* Reviewing sales performance and reporting to the management

4. **M/s car care (authorized Maruti Suzuki service centre)**

4th August 2013 to 28th Feb 2014

Assistant in Operations

Kalpetta –India

Duties Consisted of

* Design and manage the daily operations of the company
* Set a vision for the company and give guidance to the employees to accomplish that vision.
* Ensure the company provides the quality service to the customers includes giving them the best cost, proper timing, genuine goods (spare parts), taking customer feedback etc.
* Ensure the better communication between the management and employees.
* Conduct staff meetings and briefing about the work, timing, importance about the quality service etc

# PROFESSIONAL PROFILE

**MBA ( Master of Business Administration - specialised in International Business)**

VTU , Bangalore

Karnataka – India

**BBM (Bachelor of Business Management)**

Bangalore University

Karnataka – India

# KEY ASSETS

Confidence, Patience, Energetic, initiative, leadership, Presentation skill.

COMPUTER PROFICIENCY

DTP, Studio Software, Corel Draw, Tally(7.2,11) MS Office, Visual Basic, Web tools, Photoshop etc.

ACHIEVEMENTS

Won prizes in cultural activities during schooling

Won prizes in Management fests

Certified on Soft Skills from Globarena

EXTRA-CURRICULAR ACTIVITIES

Foot Ball, Racing, Cultural Activities

HOBBIES

Driving, Swimming, Travelling, Social Networking, Exploring new, Creative Thinking and trying out something different.

PERSONAL DETAILS

Date of Birth : 26-june-1990

Gender : male

Languages known

English, Hindi, Malayalam, Kannada

Declaration

The above mentioned details are true to the best of my knowledge and belief.