

**JAIN**

**JAIN.371062@2freemail.com**

**Job Objective**

Sales Executive seeking assignments in Sales & Marketing with an organization of repute, preferably in UAE

**Profile Summary**

Proactive, energetic sales professional offering hands-on experience in strategy planning and execution along with a profound ability to work towards set sales goals of the company and always looking for challenging positions which helps to grow as a successful Sales & Marketing professional. Key qualifications include:

* Over 5 years of sales experience in Indian & UAE markets
* Functional knowledge of developing new and potential business relationships
* Highly skilled in creating and implementing targeted sales goals
* Thorough understanding of current market trends and consumer buyer behavior
* Knowledge in financing of vehicles and its procedures
* Strong negotiating skills proven with bankers for the interest rates of financing
* Proficient with email interaction and good knowledge in Microsoft Word, Excel and PowerPoint.

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| **CORE COMPETENCIES** |  |  |
|  Target Oriented | Strong Communication Skill |  Territory management |
|  Client relationships |  Problem Solving Skills |  Stress handling |
|  Positive attitude |  Product presentation |  Prospects identification |
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 **Accomplishments**

* Awarded with a promotion from Sales Executive to Area Manager within one year of tenure.
* Strong Customer data base as a result of client centric approach.

**SALES EXPERIENCE**

**Sales Executive| Gulf Commercial Corporation International (Toyota vehicle sales) UAE |March 2013 – April 2017**

* Build customer pipelines for expected business
* Solicit existing and new customers for business opportunities
* Ensure high level of consumer satisfaction by building and maintaining good relationship with potential customers.
* Initiate and close deals.
* Prepare documents concerned with export of Toyota vehicles.
* Prepare and follow up on sales quotations
* Negotiating terms with the client on the cost best suited for them.
* Delivering vehicles to the customer by the committed time.
* Update knowledge on the current vehicle pricing and specification changes.
* Responding to all online or telephone queries in a timely manner.
* Dealing with LC’s and Bill of Lading.
* Identifying, analyzing and solving all the issues relating to damaged vehicles.
* Promote the business by working closely with the marketing department
* Visiting fleet dealers regularly, sending quotations and managing business.

**Area Manager | Mahle Filters Systems India Ltd – India | Apr 2010 – June 2012**

**(Started as Business Development Executive in 2010 and promoted to Area Manger in 2011)**

* Independently covering entire Kerala sales as Area Manager based at Cochin.
* Launching new products and product schemes.
* Average sales per year Rs. 6.00 Crores.
* Responsibility of Sales & Marketing of Purolator Filters, Coolant & Mahle Brand Filter & Coolant all over Kerala.
* Handling more than 18 stockists, dealers, mechanic and State Transport.
* Undertaking of vouchers like receipts, payments, D/Note, C/Note etc.
* Prepare annual operating plan.
* Reaching the targets and goals set for our area.
* Establishing, maintaining and expanding our customer base.
* Servicing the needs of your existing customers.
* Recruiting new dealers for increasing our product sale.
* Compiling and analyzing sales figures for monthly meeting.
* Collecting customer feedback and market research.
* Collection of payments from customers.
* Reporting to senior managers.
* Keeping up to date with products and competitors

**EDUCATION**

* + - * MBA (Marketing & HR) - Bharat Mata College, M.G University, Kerala, India 2010-2012
			* Bachelor of Commerce - M.G University, Kerala, India 2005-2008(60%)

**COMPUTER SKILLS**

* + - * Well versed with MS Office Suite, Excel, Word and Power point.
			* E-mail and internet applications

**PERSONAL DETAILS**

Driving License : Valid U.A.E. Driving license

Nationality : Indian

Date of Birth : 27TH May 1986

Marital Status : Married

Visa Status : Visit Visa

Languages (Read and write) : English, Hindi, Malayalam.

**REFERENCES**

Available upon request