***Curriculum Vitae***

***Mr. Loyal***

India

[***Loyal.372591@2freemail.com***](mailto:Loyal.372591@2freemail.com)

**PROFILE**

Marketing graduate with total 5 years of experience in sales and marketing. Well versed in MS Office and promotional techniques. Looking to secure a challenging position in a reputed firm where my work experience adds to value to the organization’s growth and my career growth.

**RETAIL SKILLS AND COMPETENCIES:**

* Deliveringright communication to the customer according to the customer needs because customer king in the market.
* Analytical knowledge.
* Good customer relationship and follow up.
* Explaining the quality of the product rather than price of the product.
* Leadership and initiative quality and work as a team.
* Being responsible, reliable and trustworthy and time management

**PROFESSIONAL EXPERIENCE**

**Corporation: Novo Nordisk (Pharmaceutical sector)**

Period: Jan 2013 to may 2017

Designation: Marketing Executive

**Core Responsibilities:**

* Meet the key customer Doctors and give detailed information about the product (Insulin / Diabetes)
* Promote the product by providing product knowledge. Provide update information about the products and its usage.
* Addressing and resolving the customer query– Ensuring corrective action has been taken with respect to customer query.
* Educating the customer by using various tools. Making the customer understand the product superiority then the competitor,Regular visits to the customer.
* Establishing good relationships with clients and colleagues.
* Conducting market survey.Collecting competitors’ information.
* Meeting stockist and collecting the orders .
* **Achievements:**
* Awarded the Marketing Executive of the Region in Novo Nordisk company for the 110% sales and POB
* Got EXCEED EXPECTATION award in 2014 for my hard and smart work in Novo Nordisk company for 110% achievement.
* 100% achievement in every year.
* 100% achievement in stockiest level which those assigned to me.

Corporation: **Nandi Toyota (Automotive sector)**

Period: August 2012- Jan 2013

Designation: Management Trainee

**Key Responsibilities:**

* Attending showroom customers and explaining regarding our Toyota vehicles.
* Making the customer understand the benefits and the core features of Toyota Vehicles.
* Assisting the managers in preparation and execution of targets.
* Informing the customer about the relative benefits of the products against the competitors
* Selling the products and follow ups.
* Conducting survey for the competitor products.

**Achievements:**

* Achieved 100% target in first month itself after joining company.
* Got appraisal from manager through incentives.and bonus.

**INTERIM PROJECT**

**Project Title**: “ ***A Study on the” Customer Satisfaction Towards Coca- Cola Products”***  at Hebbal, Bangalore” in august 2011

**Company:** **Coca-Cola, Bangalore**.

**Period:** 10 weeks

***STRENGTHS:***

* Team work and Great respect for time.
* Adapting to changes and Hard Worker,Quick learner.
* Ability to work under stressful situations.
* Desire to Grow, develop and achieve the career Goal.

**ACADEMIC QUALIFICATION**

|  |  |  |
| --- | --- | --- |
| **Qualification** | **University** | **Year** |
| Masters of Business Administrations (Marketing) | Mangalore Institute of Technology and Engineering College | 2012 |
| Bachelors of Business Management | Alva’s College, Mangalore University | 2010 |

***Personal Information:***

Date of Birth **:** 30-06-1989

Marital Status **:** Single

Languages known **:** English, Hindi, Kannada, And Konkani

Visa status :visit visa( 3 months visa 31 august-25 nov)

***DECLARATION***

I declare that the information given above is true to the best of my knowledge.

Date: