**NAMITH**

Abu Dhabi, UAE

E-mail: namith.374839@2freemail.com



**OBJECTIVE**



Seeking a Marketing / Brand management position with a consumer product, service or retail organization where I may contribute my knowledge, skill set and leadership abilities. For the past few years, I have been working as a business marketing executive with a tremendous amount of success in all aspects of marketing, online sales, business development, market survey, budget analyses, performance reviews and coordinating directly with clients on behalf of the company.

**EXPERIENCE**



**Market Research Analyst & Online Sales** Silicon India, CIO Review (August 2015–July 2016)

Silicon India is a published magazine for technology solutions, provides the comprehensive platform for senior industry experts, IT buyers and decision makers to share their insight and learn about new technology trends in the market. It showcases solution to an IT executives audience form a CIO’s point of view.

 **Market Research analyst & Online Sales** Enterprise Viewpoint (February 2017- October 2017)Enterprise Viewpoint is published magazine for technology’s solutions, especially how technology can make human life better. They are passionate followers of technology and often come across people, companies or just some random innovations which changes the paradigm of what we know as technology. They support the growth of business leads through unique insight and valuable networks.

**Key Roles and Responsibilities as Market Research Analyst:**

1. Research online for projects and market to CEO’s and COO’s to publish their company and technologies in company’s magazine.
2. Generate new leads and shorten sales cycles to increase monthly revenue.
3. Negotiate with clients for better sales and better payment terms.
4. Maximize customer satisfaction by timely resolution of complaints.
5. Develop and maintain cordial business relationship with clients and ensure optimum results.
6. To ensure payment collection after each sales.
7. Planning the research process as per the company criteria.
8. Web survey research and data delivery.
9. Talk directly to senior officials of enterprises, pushing clients to use media platform to showcase the technological innovations.
10. Deliver the technical knowledge as per companies’ criteria to our valuable clients.
11. Help IT Individuals with new products, technologies and technology trends.

**SUMMARY**

* Knowledge of Marketing techniques behind Pricing, Research, Buyer behavior and Branding.
* Innovative Marketing and Creative skills.



* Excellent analytical, quantitative and problem solving skills.
* Strong leadership skills with a collaborative skill.
* A great team player with a collaborative style and solid interpersonal skills.
* Excellent computer skills (Ms office and Internet browsing).

**EDUCATION**



**M.B.A -** Master in Business Administration - Marketing“2015 Manipal University, ManipalKarnataka, India



**BBA -** Bachelor Business Management“2013 Manipal University, Manipal,Karnataka,India.

**ACADEMIC PROJECTS**

* Project Title: “A study on customer perception with regards to promotional offers at Big Bazar Period”**: Manipal** **–Karnataka January 2015** **–** **March 2015**
* Project Title: “A study on marketing strategies - Gemini Building Materials”, **Abu Dhabi Period: April**

**2014 – June 2014**

* Project Title:” A study on performance of Microfinance Institutions under Central Bank of India”,

**Bhopal Period: May 2012 - July 2012**

**TRAININGS**

* Certificate course in Tally.
* Training in basics of Stock Market by NSE.
* Training on basics of Mutual fund by Manipal University.

**EXTRA CURRICULAR ACTIVITIES**

* Travelling and Reading books.
* Playing football.
* Represented the University for various Football events.

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| **PERSONAL PROFILE** |  |  |
| Date of Birth | : | 23 Aug 1986 |
| Sex | : | Male |
| Nationality | : | Indian |
| Languages | : | English, Hindi, Malayalam and Tamil |
| **Visa Status** | **:** | **Visit Visa (Expiry on 13-02-2018)** |
| **DECLARATION:** |  |  |

I hereby declare that the above furnished information are correct and can be supported by documents or reference upon request.

Yours Faithfully,

Namith

