**CURRICULUM VITAE**



**SANTHOSH**

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**INTRODUCTION**

A talented and effective communicator who has an energetic approach to work and a friendly personality, inspirational leader and an expert motivator who is hungry to learn and keen to develop his career further. Seeking a challenging and rewarding job in sales field where I can effectively use my knowledge and skills to make a positive contribution to the company and to reach a position of key responsibility. Possess excellent negotiating skills and an ability to provide highly personalized service to the esteemed clientele. Well versed in Visual Merchandising and confident enough to ensure the sales is put right through.

**OBJECTIVE**

To associate with progressive organization that provide me with an opportunity to seek a challenging career and be a part of dynamic team that work towards the growth of organization.

**ACADAMIC QUALIFICATIONS**

* SSLC- Kerala State Board.
* Plus Two- Kerala State Board.
* Bachelor of Business Administration (BBA) **Kannur University, Kerala, India.**

**SUMMARY**

* Rank with the best up seller of the month 5 times.
* 7 years of experience in sales and customer service.
* Skilled in sales Planning & Execution.
* Having valid **UAE driving license**.

**CAREER PATH**

* Worked as Merchandiser in Al Zayani Trading EST, Dubai.
* Worked as Outdoor Sales Executive in Moonway Trading LLC, Sharjah.
* Worked as Customer Care Executive in Reliance Communications,Kerala.

**PROFESSIONAL EXPERIENCE**

**Company Name: AL Zayani Trading Est (Dubai, UAE)**

Duration: Aug 2010 - April 2015 Merchandiser

**Duties And Responsibilities**

* Proactively develop client relationships, anticipate and provide solutions to client needs and give high priority to client satisfaction, with responsibility for meeting or exceeding agreed performance targets and objectives, particularly those relating to net new money, income generation, product sales and new client growth targets.
* Developing&implementing various sales strategies in co-ordination with product management team.
* Providing feedback of competitor product to the product management team.
* Training the customer about the product & handling customer complaints.
* Arrangement of displays.
* Working closely with visual-display staff and department heads to decide how goods should be displayed to maximize sales.
* Maintaining awareness of competitor’s performance.
* Monitoring slow sellers and taking action to reduce prices or set promotions as necessary.
* Updating stock position and following up of deliveries.
* Managing, training and supervising junior staff.
* Reporting daily sales report to manager.

**Company Name: Moonway Trading LLC** (**Sharjah, UAE)**

Duration: Nov 2015 - Oct 2016 Outdoor Sales Executive

**Duties And Responsibilities**

* Organizing sales visits.
* Demonstrating and presenting products.
* Establishing new business.
* Listening to customer requirements and presenting appropriately to make a sale.
* Maintaining and developing relationships with existing customers in person and via telephone calls and emails.
* Responding to incoming email and phone enquiries.
* Negotiating contracts with the aim of maximizing profits.
* Aiming to achieve monthly or annual targets.
* Providing feedback of competitor product to the product management team.
* Checking the quantities of goods on display and in stock.
* Updating stock position and following up of deliveries.
* Feeding future buying trends back to employers.
* Attending team meetings and sharing best practice with colleagues.
* Collecting the payment within the credit period of time*.*
* Reporting daily sales report to manager.

**SOFTWARE EXPOSURE**

* MS Office Word 2007&2012, MS Office Excel.

**PERSONAL SKILLS**

* Observant.
* good ideas.
* Building a relation with customers that encourages trust and confidence.
* Strong learning and excellent logical skills.
* Ability to achieve and exceed targets.
* Hard working and energetic with excellent communication skills.
* A strong closer who is not afraid to ask customer for the sale.
* Good interpersonal skills and ability to communicate people of all levels.
* Excellent customer service.
* Ability to work under pressure and meet targets.
* Computer literate.
* Problem solving skill.

**PERSONAL DETAILS**

* **Date Of Birth : 28/05/1988**
* **Gender : Male**
* **Nationality : Indian**
* **Marital Status : Single**
* **Visa Status : Visit visa**
* **Languages Known : English, Hindi, Malayalam, Arabic**

**DECLARATION**

I do hereby declare that the above information are true and correct to the best of my knowledge and belief.

**Date:**   **SANTHOSH**

**Place:**