 **NADIRSHA**

**Mobile: C/o 971505891826**

E-mail: [nadirsha.377271@2freemail.com](mailto:nadirsha.377271@2freemail.com)

Accomplished Sales professional with broad retail marketing experience, encompassing strategic planning, Interactive marketing, sales promotions and visual merchandising with the ability and skill set to provide creative, innovative and enthusiastic leadership in a team environment.

**Skill Summary:**

* Self-confidence and Self-Motivation
* Effective communication and interpersonal Skills
* Winning Sales to meet targets.
* Strategic thinking and Time management skills.
* Quick learning and adopt new technologies fast.
* Creative, insightful, innovative, organized and Assertive

**ORGANISATION : E-PLANET**

**PLACE : KERALA, INDIA**

**DURATION : From Sept 01st 2015 to 31st Dec 2017**

**PROFILE : Sales Executive**

*E-PLANET is one of the Biggest Electronics & Household Items Stockiest in South India, which deals in A/C, Refrigeration, TV, Computer, Laptop, Mobile Phone and Tabs Etc.*

* Manage business development activities, accountable for the top-line profitability and increased sales growth.
* Manage sales operations, implementing sales promotional as a part of brand building and market development effort.
* Coordinate and implement sales, profitability strategies as a part of brand building & market development efforts.
* Handling the Sales to Key/ Strategic Partners
* Monitor channels Sales and Marketing activities, implementing effective strategies to maximize sales.
* Described the product’s features/benefits and demonstrated the usage/operation of products.
* Answering customers’ questions on product specifications and resolved the concerns from customers.
* Analyzed current market trend and competitor information.
* Blue printed Public relations & Publicity strategies resulting in huge amount of media impressions.
* Formulated highly targeted Group sales Solicitation Program.
* Plan, Forecast and execute new orders of each product by weekly basis.
* Arrange Local shipments after sales.

**ACHIEVEMENTS:**

* Promotion leader for **Samsung** Products in the head showroom
* Successfully managed in launching the new Branch
* Profitably handling different locations and branches.

**Bachelor of Business Administration (BBA)** from University Of Calicut - Year 2015

**Technical Background**

**Operating System : Windows**

**Packages & Tools** :MS Office, MS Outlook, Tally ERP9, Photoshop

* Industrial Visit Representative for BBA department in the College.
* Was able to create 15 new dealers/ retailers for E-Planet Group

**Key Skills and Strengths**

* Proven Ability to conduct commercial surveys to identify potential markets
* Strong ability of team building and Accuracy and Attention to details.
* Utilizing new technologies to explore the market clusters

Undertaken

* **Project 1:**

Completed project in **NILIGIRI TEA FACTORY, OOTY, INDIA**

**Topic:** A study on “**Working capital management in the Corporate**”**.**

* **Project 2:**

Short term project in **RANI FOOD PRODUCTION, CALICUT, INDIA**

**Topic**: Export documentation procedure

**Workshops/ Trainings & Social Activities:**

* Training Conducted by **Samsung** on sales Promotion of consumer products (2016)
* Co-ordinated Rani Premier League 2014.
* Event coordinator of School Quiz Fest 2010
* Leader of Local Blood Bank & Social Service Group (GH Club)

**Date of Birth :** 31st October 1992

**Nationality :** Indian

**Language Proficiency**

**English – Hindi – Malayalam** : Read, Write & Speak

Arabic : Read & Write

**Passport & Visa Details**

**Visa Status :** On Visit Visa (**Validity up to 22-04-2018**)

**Driving License : Valid Indian D/L**