**Gulfjobseeker.com CV No:** **1311192**

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***Summary***

Experienced in Sales & Marketing, Relationship Management, Account Management, Business Development & Sales Management.

**Industries covered**- Staffing and Recruitment, Hospitality,Tourism,Real Estate.

Strong interest in Business Management,Recruitment being a contributing factor in the growth of a company, driving sales through building new & existing customer relationships, marketing & striving to exceed expectations. Always efficient, motivated, target oriented and willing to explore more and push my limits and live up to the expectations.

***Academia***

2012 **MBA (Marketing)**, James Cook University, Australia (Singapore campus)

2006 **BHM**, Bangalore University

2002 **Schooling** from Mount Saint Mary’s Convent, New Delhi

***Organizational Experience***

* **Company: Youbook Pte Ltd.,Singapore**
* **Designation: Sales Manager**
* **Report To : Director(BD and Strategy)**
* **Duration: Feb 13' – Apr 14’**
* Utilize sales, business development, marketing techniques and networking in order to attract business from client companies.
* Focus towards targets that relate to the number of candidates placed, an amount is billed to clients or business leads generated.
* Building relationships with clients
* Developing a good understanding of client companies, their industry, what they do and their work culture and environment.
* Advertising vacancies appropriately by drafting and placing adverts in a wide range of media like websites, portals.
* Optimize social media to advertise positions, attract candidates and build relationships with candidates and employers.
* Using candidate databases to find the right person for the client’s vacancy;
* Receiving and reviewing applications, managing interviews and creating a shortlist of candidates;
* Preparing CVs and correspondence to forward to clients in respect of suitable applicants;
* Organising interviews for candidates as requested by the client
* **Company: Far East Organization,Singapore**
* **Designation: Marketing Executive**
* **Report to : Sales Manager**
* **Duration: June 11’ – Dec 12’**

• Liaise and establish strong network with referrals, property agents, privilege and private bankers.

• Market and competitor analysis, implementation of strategies, tactics for strong closing skills.

• Responsible for sales and marketing of residential, industrial, commercial properties and office space.

• Meeting of customers follow up on sales and aggressively pursue sales leads.

• Management of customer relations- servicing of existing clients, up selling and ensure repeat sales.

* Assist in guarding / championing the different brand platform in the Organization
* Assist in the planning and implementation of new brand launches and campaigns.

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| ***Achievements*** |

* Closed 14 units in one month during launch of our project, Hillsta 2012
* Revenue generated $22M
* **Company: Hotel Chancery Pavilion, Bangalore**
* **Designation: Assistant Manager Sales**
* **Report to : Sales Manager**
* **Duration : Sep 06’ – July 09’**
* Assist Sales Director with the responsibility of meeting the business objectives as instructed in the sales plan, by the promoting products and services including developing new corporate and conference accounts within 5 Star international hotel.
* Develop and sustain strong client relationships, including national corporate accounts, inbound tour operators, travel agents and social groups by maintaining a high customer focus and public relations profile to confirm on-going business opportunities.
* Prepare conference proposals in accordance with client specifications.
* Participate in weekly sales and marketing meetings and assist in the resolution of any management or client issues.
* **Key Accounts** : Intel, Wipro, IBM, ANZ, Hewlett Packard, AOL, Bosch etc

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| Achievements |

* Successful in expanding the client database and generated regular business.
* Promoted as Assistant Sales Manager in a year.
* Started handling national accounts.

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| Skills |

CRM, Business development, Account management, Negotiations, Sales, Sourcing, Team management,Talent Acquisitions.

***Personal Dossier***

**Date of Birth :** 05 Dec 1984
**Languages Known :** English, Hindi, Malayalam
**Hobbies :** Adventure sports(certified open water diver), Listening to music, basketball.
**References :** On request