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*INTERNATIONAL SALES MANAGER*

SUMMARY

Energetic, self-motivated Professional with more than Six years of International Business Development experience in selling Brands like **Unilever, Nestle**, Foods commodities (Basmathi Rice, Cashew nut, Spices, Lentils, **Fresh Vegetables** and **Canned Foods**), **FMCG,** Textile, **HORECA Channel** & Outsourcing Industry. Hands on marketing experience in international markets like, South Asia, Africa, and United Kingdom.

Core strength includes:

* Nurturing solid client relationship with focus on need analysis, client satisfaction and **account retention**.
* Successful in re-activating old clients and acquiring **new business**.
* Successful in communicating with people at all levels and with other departments as needed to best serve the customer.
* Team handling and motivating the team members.
* Excellent **Internet research skills**, Creating Database, Generating Potential Leads, Converting Leads, **creating and handling entire sales cycle independently**.

Languages Known**:** **English,** Tamil, Malayalam, **Chinese** (Intro/Survival Level) – Pursuing Beginner Level

**CAREER HIGHLIGHTS (EXPERIENCE - 2 YEARS)**

 F&B Evening Store (2 Year) – Food & Beverage

 Increased sales by 83 %

 Increased Customer Base by 100 %

 Ranco Impex (1 Year 1 Month) – **Hospitality Linen**

* Increased Sales in the assigned geography (Maldives, Sri Lanka and Seychelles)
* **Re-activated key clients** who have changed the supplier.
* Participated in various **National and International product exhibition / Trade fares**.
* Identified potential geographies and submitted market entry report to the company for expanding the business.

 Integra Global Solutions (2 Year, 9 Months) – Outsourcing

* Trained by a professional appointment setter from UK for appointment setting and tele-calling.
* Fixed major **appointments with CIO and CXO** level for our clients in UK.

**EMPLOYMENT NARRATIVE**

F & B EVENING STORE, MALDIVES 07/2012- Present (2 Year)

**SALES AND MARKETING MANAGER (HORECA) –** MALDIVES

* Contacting and maintaining **good relationship** with **Purchasing Managers**, Storekeepers and **Chef**s to sell companies products.



* Increasing customer base through Telemarketing, Direct

Marketing & E-Mail Marketing.

* Coordinating with all departments (accounts, stores and

Purchase) within the company to ensure on time delivery.

* **Handling local and international purchase (Dubai,**

**Singapore, Thailand, Italy & India)** for F&B items.

RANCO IMPEX, COIMBATORE 05/2011- 06/2012 (1 Year, 1 Month)

**Export Manager –** South Asia & Seychelles

* Identifying prospective customers and generating business in the assigned geography (**South Asia & Seychelles**).



* Handling and **training the presales team** in appointment setting, data cleansing and email campaigns.
* Traveling abroad frequently to meet prospective customers and closing the sale.
* Participating in **domestic and international exhibitions** for promoting the company.
* Developing marketing materials for Social media and website promotion.

INTEGRA GLOBAL SOLUTION CORP, COIMBATORE 06/2008- 04/2011 (2 Year, 10 Months)

**SR. Business Development Executive -** UK & USA MARKET (21 MONTHS)

* Delivering personal targets and handling pre-sales team.
* **Generating sales through** Inbound enquiry, **Tele-sales** and **online presentation**.
* Helping pre-sales team in tele-calling, appointment setting and designing, launching and **managing email campaign**.



* Sending follow-up marketing materials and make follow-up calls to establish strong relationships.

**Business Development Executive -** UK MARKET (1 YEAR)

* Worked as an **appointment setter for** a leading Network

& **IT Security Company** based at Leeds with a broadened client coverage including Blue Chip Organizations.

* Worked as an appointment setter for a **Web enabled services** promoting company based at Edinburgh, Scotland.
* Trained by a professional appointment setter from UK.

**EDUCATION: (GCE – A Level)**

**Masters In International Business** (pursuing) **–** Indian School Of Business Management And Administration

**Diploma In Business Management** (pursuing) **–** Indian School Of Business Management And Administration

**B.Tech- IT** (Course Completed-Degree Not Completed) **-** Rajalakshmi Engineering College, Tamil Nadu in 2008

**Higher Secondary Leaving Certificate** (GCE “A”) **-** SSVN Mat Hr Sec School, Erode, Tamil Nadu in 2004

**Anglo Indian School Leaving Certificate** (GCE “O”) - Railway Mixed High School, Erode, Tamil Nadu in 2002

**PERSONAL ACTIVITIES**

 Swimming,

 Exploring Internet

 Playing Football

**PERSONAL DETAILS**

Date of Birth : 14-09-1986

Nationality : Indian

Language Known : English, Tamil, Malayalam, Chinese (Beginner Level/Survival)

**DECLARATION:**

I hereby declare that all details mentioned above are true to the best of my knowledge.