**Ajith**

**PERSONAL DATA**

Name: Ajith

Date of Birth: 15th of March 1992

Nationality: India

Marital Status: Single

Location: Dubai, United Arab Emirates

**CONTACT INFO**

Email: ajith.373736@2freemail.com

**PROFESSIONAL EXPERIENCE**

Aug 2015 to Sep 2017 **Technical Sales Associate** at **Elite Health Care**

(2 years and 1 month) India.

Industry: Healthcare and Medical Services, Medical Devices and Supplies

Company Size: 11-50 employees

* Searching for new clients who might benefit from company products or services and maximizing client potential in designated regions.
* Developing long-term relationships with clients, through managing and interpreting their requirements.
* Persuading clients that a product or service best satisfies their needs in terms of quality, price and delivery.
* Negotiating tender and contract terms and conditions to meet both client and company needs.
* Calculating client quotations and administering client accounts.
* Providing pre-sales technical assistance and product education.

-Working on after-sales support services and providing technical back up as required.

* Arranging and carrying out product training.
* Analyzing costs and sales.
* Preparing reports for head office and keeping customer records.
* Meeting regular sales targets and coordinating sales projects.
* Supporting marketing activities by attending trade shows, conferences and other marketing events.
* Making technical presentations and demonstrating how a product meets client needs.
* Liaising with other members of the sales team and other technical experts.
* Helping in the design of custom-made products.
* Providing training and producing support material for other members of the sales team.

**EDUCATION**

2011 - 2014 **B.Tech., in Information Technology**

Anna University Chennai, India.

2011 **Other**, K.L.Nagaswami Polytechnic College, India.

**LANGUAGES**

English, Tamil and Hindi: Fluent.

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**TOOLS AND TECHNOLOGIES**

Intermediate in Microsoft Office.

**AREAS OF EXPERTISE**

Intermediate in Sales Management.

**KEY SKILLS**

Hard worker, Negotiator, Customer-oriented, Flexible / Adaptive, Interactive

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