**Wilno**

**Satwa, Dubai**

**E-mail:** [**wilno.376135@2freemail.com**](mailto:wilno.376135@2freemail.com)

**Objective**

To attain a challenging position in a stimulating and growth oriented environment enabling me to add value to the organization through a blend of experience and education, and enrich my skills and knowledge.

**Work Experience**

**SustanGrow Business Solutions, Kochi, India Jan 2017-July 2017**

**Business Development Executive**

* Generated business leads and follow up on sales opportunities.
* Acquired new clients by cold calling & social media.
* Scheduled appointments and create customized proposals to generate new business.
* Cold calling potential customers and building relationships.
* Worked closely with other teams to develop new business.
* Researched the market and identified potential target customers.

**Transferet Relocations, Bangalore, India Aug 2016-Jan 2017**

**Operations Supervisor**

* Ensure the quality of the product and service is maintained at the highest possible standards for the customer.
* Ensure that all parties are working together to guarantee that shipments are packed, sent and delivered in a timely manner.
* Supervise the transportation of products from one location to another.

**Academic Qualifications**

**Speedwings Aviation Academy 2015-2016**

* PG Diploma in Logistics-Supply Chain and Transport Modes

**St.Berchmans college (India) 2012-2015**

* Bachelors of Computer Applications (BCA)

**Metropolitian higher secondary school (India) 2009-2011**

* Higher secondary school certificate (12th Grade)

**Metropolitian higher secondary school (India) 2008-2009**

* Secondary school certificate (10th Grade)

**Skills**

**Technical** Windows, MS Office- Word, Excel, PowerPoint

**Personal**  Communication and social skill, Negotiation and Convincing skill

**Personal Merits**

* Certified in IATA DGR(Dangerous Goods And Regulations) – Category 3
* Desire to learn, develop and adjust to professional requirement and responsibilities.
* Dedicated and hard working.
* Extrovert, outgoing and friendly.
* Languages known : English, Malayalam, Hindi, Tamil

**Personal Information**

* D.O.B : 23/07/1993
* Age : 24
* Gender : Male
* Marital Status : Single
* Visa Status : Visit
* Nationality : Indian