

SIJITH THARAYIL

Outside-sales-representative

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📍 Dubai



Objective

To work in an environment where my capacities, professional and academic knowledge and relevant experience can be utilized for maximum output, to contribute my initiative, and creativity towards attaining sustainable excellence in the organization. I would like to work in an atmosphere where my superiors would appreciate my work and where I would be appropriately rewarded.

Experience

ASIAN TRADING COMPANY LLC

2014 - 2022

Sales

- Worked with management teams to develop annual sales plans, goals and targets.
- Called and met with regular and prospective customers to build long-term customer relationships and networks.
- Monitored customer accounts, updating payment and shipping details in company system.
- Negotiated contracts and prices with clients to exceed sales goals.
- Remained current on relevant product and industry information to provide up-to-date catalogs and services.
- Handled client deposits and transactions and updated billing information in company databases.
- Cold called potential customers to generate leads.
- Highlighted new products and company promotions during sales pitches.
- Used knowledge of company products and services to recommend solutions to customers.
- Prepared weekly and monthly reports of business activity and sales forecasts.

ICE NICE ICE CREAM LLC

2011 - 2014

Sales

- Called and met with regular and prospective customers to build long-term customer relationships and networks.
- Negotiated contracts and prices with clients to exceed sales goals.

Education

2006-2008

Trithala high school- kerala

Higher secondary school

Skills

● Positive Attitude, commitment to work, sincerity and punctuality ● Desire for innovation and continuous learning ● Ready to take the responsibility

Achievements & Awards

ABUDHABI FOOD CONTROL CERTIFICATE

Languages

Arabic English Hindi

Personal Details

Date of Birth : 16/03/1990

Nationality : India

Passport : T8994433

Gender : Male

Driving Licence : Uae Imv liecence-manual