

# SHAHAN P KARIM

## Sales Representative

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📍 Al Qusais - Dubai - United Arab Emirates

🇮🇳 Indian

📅 12/05/1989

💍 Married

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### Profile

Results-driven and customer-focused Sales Representative with a proven track record of exceeding sales targets and driving revenue growth. Seeking a challenging role as a Sales Representative to leverage my expertise in consultative selling, relationship building, and market knowledge to contribute to the success of a dynamic sales team.

### Professional Experience

#### Sales Representative, Colors- Fashion Retail Store

2020 – 2023 | Kanjirappally, India

Exceeded sales targets consistently, achieving a 45% increase in sales revenue within the first year.

Developed and nurtured strong relationships with a diverse portfolio of clients, understanding their needs and providing customized solutions.

Conducted market research and analysis to identify new business opportunities, market trends, and competitive intelligence.

Utilized a consultative selling approach, actively listening to customer needs, and delivering tailored product presentations and demonstrations.

Collaborated closely with internal teams, including marketing, product development, and customer service, to provide seamless sales experiences and meet customer requirements.

Utilized CRM system to manage sales pipelines, track customer interactions, and generate accurate sales forecasts.

Attended industry events, trade shows, and networking opportunities to expand the company's market presence and build a strong professional network.

Prepared and delivered timely reports to sales management, providing insights into sales activities, performance metrics, and market trends.

#### Own Business, Textile Business

2014 – 2020 | Kerala, India

Direct wholesale purchase from textile mills.

Maintained a good team for sales and marketing.

Organize and maintained records.

Handles confidential data.

### Education

#### Bachelor of Computer Applications (BCA),

06/2008 – 03/2011

Mahatma Gandhi University

MES College Erumely, India

It has been running for 3 years and provides in-depth knowledge of computer fundamentals, programming languages, database systems, information security and web development. With the inclusion of programming languages such as C++, the course encourages you to develop into a qualified IT specialist

Skills

Sales Prospecting

Proactively identifying and pursuing new business opportunities through effective lead generation and prospecting techniques.

Consultative Selling

Demonstrating a consultative approach to sales by actively listening to customer needs, understanding their pain points, and offering tailored solutions.

Negotiation and Closing

Skilled in negotiating terms, overcoming objections, and closing sales agreements to achieve revenue targets.

Sales Pipeline Management

Proficient in managing and prioritizing sales pipelines, tracking leads and opportunities, and ensuring timely follow-up with prospects.

Adaptability

Adapting quickly to changing market conditions, customer needs, and company strategies, and embracing new technologies and sales techniques.

Relationship Building

Establishing and nurturing strong relationships with clients to develop trust, loyalty, and long-term partnerships.

Persuasive Communication

Excelling in verbal and written communication to effectively convey product benefits, value propositions, and closing techniques to clients.

Product Knowledge

Possessing comprehensive knowledge of products/services, features, and benefits, enabling effective sales discussions and providing value-added recommendations to customers.

Team Collaboration

Collaborating effectively with cross-functional teams, including marketing, customer service, and product development, to deliver a seamless customer experience and drive sales success.

Microsoft Excel and Word

Microsoft Office suite

Languages

English



Hindi



Malayalam



Declaration

I hereby affirm that the information in this resume is true and correct to the best of my knowledge.

Shahan P Karim