



SHIBIN THARAKKANKIYIL

Sales Executive

Gender

Male

Date Of Birth

21-06-1991

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PROFILE

Experienced sales professional with a track record of exceeding targets and driving revenue growth. Skilled in building client relationships, identifying needs, and delivering tailored solutions. Proactive and results-oriented, with strong communication and negotiation abilities. Expert in prospecting, presenting, and closing deals. Passionate about driving success in a fast-paced, competitive environment. Continuous learner and adaptable team player

OBJECTIVE

To leverage my extensive sales experience and proven track record of exceeding targets to contribute to a dynamic sales team. Seeking a challenging sales position that allows me to utilize my strong communication and negotiation skills to drive revenue growth and deliver exceptional results. Committed to building and maintaining client relationships while consistently surpassing sales goals in a competitive market environment.

EXPERIENCE

Salesman, Lifco (Lebanese Fruits Co LLC), Dubai, UAE

2021 to Present

- Drive sales and revenue growth by effectively promoting and selling products to customers.
- Build and maintain strong customer relationships to enhance customer satisfaction and loyalty.
- Actively prospect and generate leads to expand the customer base and achieve sales targets.

Business Development Executive, Burj Al Shams Technical Service

2020 to 2021

- Successfully executed a wallpaper supply and installation project, contributing to business growth.
- Developed and implemented strategic marketing plans to target new customers and increase sales.
- Conducted market research to identify customer needs

Team Leader (Sales, Distribution, and Warehousing), Tristar Transport LLC

2016 to 2020

- Led a team in sales, distribution, and warehousing operations, optimizing processes and improving inventory management.
- Expanded the customer base and achieved exceptional customer satisfaction levels through effective sales strategies.
- Coordinated cross-functional teams to ensure seamless operations and exceed targets.

Salesman, Al Shareea Trading and Contracting WLL

2012 to 2015

- Generated sales by promoting and selling products to customers, meeting or exceeding sales goals.
- Provided exceptional customer service and product knowledge to ensure customer satisfaction.
- Actively contributed to the company's growth

SKILLS

Sales and Marketing
Team Leadership
Project Management
Communication
Negotiation
Customer Service
Inventory Management
Data Analysis
Multilingual (English, Malayalam, Hindi, Arabic, Kannada, Tamil)
Strategic Planning
Problem Solving
Time Management
Attention to Detail
Adaptability

EDUCATION

Bachelor of Business Administration (BBA)
NEBOSH IGC Certification, UK
Diploma in ID Graphics
IOSH Managing Safely Certification, UK

Dear Hiring Manager,

I am writing to express my strong interest in the Sales position at your company. With my background in sales distribution, warehousing, and supply chain management, combined with my exceptional sales and leadership skills, I am confident in my ability to drive revenue growth and make a significant contribution to your organization.

As a results-driven professional with a Bachelor of Business Administration (BBA) degree, I have a solid understanding of logistics operations and the ability to optimize processes. In my previous roles, I successfully led teams and managed projects, consistently achieving sales goals and exceeding targets.

In my current role as a Salesman at Lifco (Lebanese Fruits Co LLC), Dubai, UAE, I specialize in sales of food items and merchandising. I have gained valuable experience in understanding customer preferences, building relationships, and identifying opportunities for growth. Through my strategic approach to sales, I have consistently achieved and surpassed sales targets while ensuring customer satisfaction.

As the Marketing Head at Burj Al Shams Technical Service, I executed a successful wallpaper supply and installation project. Through strategic marketing plans, market research, and strong customer relationships, I achieved sales targets and contributed to business growth.

In my position as a Team Leader at Tristar Transport LLC, I effectively managed sales distribution and warehousing operations. Utilizing my leadership and analytical skills, I optimized processes, improved inventory management, and expanded the customer base, resulting in exceptional customer satisfaction.

I hold certifications in NEBOSH IGC and IOSH Managing Safely, underscoring my commitment to workplace safety and compliance. I prioritize the well-being of team members and stakeholders, actively mitigating risks to maintain a safe working environment.

Your company's reputation for excellence in the sales industry and dedication to delivering exceptional service to clients has impressed me. I am eager to leverage my skills and experience in food sales and merchandising to enhance operational efficiency, optimize processes, and contribute to your company's growth.

Thank you for considering my application. I have attached my resume for your review. I would appreciate the opportunity to discuss how my qualifications, including my present experience as a Salesman at Lifco, align with the needs of your company in more detail. Please feel free to contact me at your earliest convenience.

Thank you for your time and consideration.

Sincerely,
Shibin