

ARUN KRISHNA V S



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A highly experienced sales management and training professional with a demonstrated ability to not only to achieve optimal sales performance personally but to lead others to reach the same results. Strong communication skills allow for vision sharing and task clarity, motivating teams to aim for collective goals. Adept at building strong internal and business relationships, establishes valuable client contacts and employee relations. Focused on customer service, client retention by resolving any problems that rise and committing to delivering promises.

EXPERIENCE

Management Executive at Kerala Feeds Ltd (*July 2018 to Oct 2021*)

- Assisted in market research to gain insight on competition pricing and promotions projects and market share.
- Co-developed marketing initiatives to counter competition promotions and strengthen brand positioning.
- Duplicated and distributed promotional materials to community business partners.
- Conferred with management to develop methods and procedures to expand markets and promote business.
- Professionally responded to dealer inquiries and complaints.
- Mastered the use of proprietary software, which was used to manage customer accounts and track performance statistics.
- Market local business partners and build solid, long-lasting relationships with key business decision makers.
- Schedule deliveries and follow up with customers
- Controlled and processed accounts payable, accounts receivable, inventory, and invoices.

Sales officer at SANS ELECTRIC ENERGY (*20th May 2017 - 31st August 2017*)

- Performed ongoing customer/market research and demographic profiling to identify and capitalize on unmet market needs ahead of the curve.
- Produced media kit that demonstrated key marketing analytics and demographics for use in sales presentations. Efforts were credited as instrumental in closing numerous high-level deals.
- Ensured submission of various sales reports as per the agreed frequencies to Enhance performances, targets and achieved and exceeded.
- Earned commendations from client executives for communication deliverables that targeted desired audiences and articulated the value of products and services.
- Built a good customer base to explore opportunities to cross sell and up sell.

Fun consultant at HAMLEYS LONDON (*February 2016 to February 2017*)

- Star of the Month for last seven consecutive months.
- Awarded for the outstanding performance for the highest single invoice by 7500\$
- Warm welcome and approach to each customer customer's inclination to shop starts right from the first step & eye contact.
- Believes and lives the attitude of Sheer Customer Delight go beyond.
- Efficiently adhere to all Company procedures and policies.
- Work with the team to achieve award winning Customer Service.
- Maintain, encourage, and possess Ownership Mentality.
- Communicate with the Management team on any operational challenges faced.
- Keep up to date with product knowledge to share with customers and team members.
- Actively approach all aspects of work in a positive, productive, and professional manner.
- Ask for feedback about performance.
- Actively look for ways to improve performance, and skills.
- Ability to deliver on all aspects with least guidance from the store manager.
- Meeting weekly, fortnightly, quarterly targets.
- Attending customer.
- Contribute to the store merchandising and sales.
- Stocks, inventory, and cash handling.
- Implement sales promotions and price changes as directed.

SKILLS

- Adobe Photoshop
- Adobe illustrator

- MS office
- APX
- SAP
- Tally ERP 9
- Microsoft Dynamics Navison 2009

EDUCATION

COURSE	YEAR OF PASSING	BOARD / UNIVERSITY
M.B.A. (Marketing)	July 2015	MAHATMA GANDHI UNIVERSITY, KOTTAYAM
B. Com (Specialized in Travel and tourism management)	March 2013	MAHATMA GANDHI UNIVERSITY, KOTTAYAM
GRADE XII	March 2009	CENTRAL BOARD OF SECONDARY EDUCATION
Grade X	March 2007	CENTRAL BOARD OF SECONDARY EDUCATION

PERSONAL DETAILS

Date of birth : 15/12/1990
 Place : Al Barhsa
 Languages known : English, Hindi, Malayalam
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DECLARATION

I hereby declare that all the details furnished above are true to the best of my knowledge and belief.

Place: Al Barsha

Arunkrishna