



VENUKUTTAN RAJAN

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Address: Sharjah, United Arab Emirates

SALES PROFESSIONAL

An outgoing and resilient sales person who can sell a full range of products and services to customers in a professional and customer friendly way. I am dedicated to meeting the expectations of my employer and the requirements of my customers.

I can quickly develop product knowledge and gain a deep understanding of my customers, their current financial standing and their short and long term goals. My key strengths lie in being able to build strategic client relationships to maximize revenue for a company.

Right now i am looking for a suitable position with a company that offers a stable work environment, and an unmatched opportunity for growth and advancement.

AREAS OF EXPERTISE

- Brand Knowledge
- Business retention
- Complaint Resolution
- Customer service
- Resolving queries

PROFESSIONAL EXPERIENCE

Medical Representative

July 2003 to October March 2014

Nitro Life Care Pvt Ltd, Pettah, Pathanamthitta.

Job Responsibilities:-

- Launching new products in the market.
- Sales Achievement
- Customer Support and Customer Service
- Market Feedback about the product
- Company Representation
- Record Keeping and Reporting

Driver

May 2014 to July 2018

Green Valley Resort and Tours, Ernakulam.

Pharmacy Sales man

August 2018 December 2021

J K Medicals, Vellayamkudy, Kattappana

Job Responsibilities:-

- ✓ Ensuring that customer expectations are clear and reasonable.
- ✓ Managing multiple, complex sales opportunities simultaneously.
- ✓ Selling products and services to new and existing customers.
- ✓ Communicating with customers in a friendly, prompt and professional manner.
- ✓ Promoting customer loyalty.
- ✓ Willing to take ownership and responsibility for outstanding issues.
- ✓ Establishing a favorable climate with customers.

PROFESSIONAL SKILLS

- A good listener and talker who can hold a conversation with complete strangers.
- A real flair for selling.
- Able to keep up a continuous high rate of cold calling to potential customers.
- Advanced selling and negotiation skills.
- Always smartly dressed, articulate and presentable.
- Always leaving my customers smiling.

PERSONAL SKILLS

- Dedicated work ethic and willing to do overtime to get a job done.
- Able to recognize own professional limitations.
- Able to take constructive criticism from others.
- Able to think in new ways to get things done.
- Continually building upon personal skills and knowledge.
- Able to make those hard decisions needed to keep things moving.

ACADEMIC QUALIFICATION

- ✓ SSLC
- ✓ Pre Degree
- ✓ Graduation(BComm)

PERSONAL PROFILE

Date of Birth	:	18 th July 1982
Sex	:	Male
Nationality	:	Indian
Marital Status	:	Married
Languages Known	:	English and Malayalam
Passport detail	:	Passport Number: V5727048 Validity: 31/12/2021 to 30/12/2031 Place of issue: Cochin

DECLARATION

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

Place:

Date:

VENUKUTTAN RAJAN