

SAMEER K S

Mobile: +971 544403014

E-mail: sameerksla18@gmail.com

Visa status: Work Visa

Driving License holder



Career Objective

To secure a position where I can efficiently contribute my skills and abilities to the growth of the organization and build my professional career.

Professional Experience

COOLWOOD INTERIOR DECORATION LLC

AUG 2019 - Till now

Designation: Business Development Executive

Duties & Responsibilities

- Contacting potential clients to establish rapport and arrange meetings.
- Following up new business opportunities and setting up meetings.
- Planning and preparing presentations if its necessary to convince the client.
- Coordinate with the back end team to get support for drawings and quotations.
- Co-operate with the Project team to full fill client requirements.
- Follow up the client after the work to collect payments and establish rapport to get next reference.
- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and industry events.
- Developing quotes and proposals for clients.
- Developing goals for the development team and business growth and ensuring they are met.
- Training personnel and helping team members develop their skills.

OPPO (Skynet Electronic Pvt. Ltd.)

SEP 2015 - Nov 2018

Designation: Area Sales Manager

Duties & Responsibilities

- Develop sales and marketing strategies to drive sales growth in the assigned area.
- Deal with real estate agencies and find out the properties suitable for new showrooms in the potential areas.

- Build good relationship with agents and customers
- Supervise the new showroom interior and exterior works.
- Assess marketing potential of new and existing store locations, considering statistics and expenditures.
- Implementation of promotional campaigns around major celebrations product launches.
- Interfacing with clients for suggesting the most viable product range and cultivating relations with them for securing repeat business.
- Develop and manage an efficient distribution network to improve sales performance.
- Showroom development supervision (Showroom interior works)
- Responsible person for the showroom management.
- Handled 26 showrooms.
- Sales analysis, Operation and Development.
- Team motivation and management.
- Showroom marketing and promotion.
- Authorized signatory for showroom department.
- Purchase required stuff for promotion.
- Choose manpower for showrooms.
- Plan and direct staffing, training, and performance evaluations to develop and control sales and service programs.
- Resolve customer complaints regarding sales and service.
- Review operational records and reports to project sales and determine profitability.
- Prepare budgets and approve budget expenditures.
- Provide work reports and feedbacks to the management.

Educational Credentials

B.E Mechanical engineering from Anna University, India in 2015.

Other Skills

- A deep understanding of marketing principles
- Good business sense
- A positive attitude
- Negotiation skills
- Plenty of initiative
- Expert in MS Office.
- Ability to work well under pressure.
- Good verbal and written communication skills.
- Relevant technical knowledge.

Personal Profile

Nationality : Indian
Date of Birth : 2 Sep 1992
Sex : Male
Marital Status : Single
Passport No : S2032703
Languages known : English, Hindi, Malayalam, Tamil and Kannada

Declaration

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

SAMEER K S

Date:

Place: Dubai