

RAHUL RAJENDRAN

Commercial Sales Representative



CONTACT

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Address Umm Al Quwain, UAE
DOB 11 Nov 1991
Languages English, Hindi, Malayalam, Tamil
Passport # U3366092
Visa Status Employment visa
Driving License UAE | India - Available

PROFESSIONAL SKILLS

- Sales Planning
- Business Development
- After Sales Support
- Distribution Network Management
- New Market Identification
- Revenue Generation
- Brand Awareness
- Market Research & Competition Analysis
- Client Relationship Management
- Revenue & Profit Maximization
- Upselling & Cross-Selling
- Go-to-Market Strategies
- B2B, Distribution, & Channel Sales

EDUCATION

- **Master of Business Administration** | University of Sunderland | 2016
- **Bachelor of Business Administration** | International Business | International University Of America, London, UK | 2015
- **Diploma, International Tourism & Hospitality Management** | University Of Sunderland - Canary Wharf, London, UK | 2013
- **Diploma: Hotel Management** | Aditya College - Tamil Nadu, India | 2012

SUMMARY

- Entrepreneurial leader and Business Rainmaker with a remarkable history of success repositioning brands, cultivating product market share and driving high value year-on-year sales growth in high-opportunity markets. Relentless sales leader with exceptional business development programs to grow revenue and market dominance.
- Expanding wallet share, and surpassing revenue targets for ambitious growth. Expert in winning and delighting clients across multiple verticals and markets. History of turning around underperforming accounts, originating robust sales pipelines, and maximizing profit margins.

EXPERIENCE

Sep 2020 - Present | Umm Al Quwain, UAE

Commercial Sales Representative | AMIC Industries

- Maintained working relationships with existing clients to ensure exceptional service and identification of potential new sales opportunities.
- Identified appropriate prospects, set appointments, make effective qualifying sales calls, and manage sales cycle to close new business in all service categories offered.
- Possessed in-depth product knowledge and be able to conduct demos and relay objection handling.
- Prepared professional, complete, concise and accurate reports, proposals, booking packages, and other documentation as required for executive-level presentations.
- Achieved sales goals by assessing current client needs and following a defined selling process with potential buyers, often utilizing product demos and presentations.

Mar 2019 - Aug 2020 | Dubai, UAE

Sales Executive | Metro Hotel Supplies

- Created and execute a strategic sales plan that expands customer base and extends global reach.
- Make cold calls or perform warm outreach, putting outside-the-box thinking to work to develop new and unique sales tactics.
- Tracked and analyzed key quantitative metrics and business trends as they relate to partner relationships.
- Oversee the sales team to ensure company quotas and standards are met by holding daily check-ins with team to set objectives for the day and monitor progress regularly.

- Generated leads and grow existing relationships, maintaining an accurate, detailed client book, and developing an active, repeat customer base.

Feb 2016 - Jan 2019 | Kerala, India

Marketing Manager | Saba Group Of Medicals And Laboratories

- Established positioning, identify target audiences, and develop marketing plans with specific objectives across different channels and segments.
- Led the execution of marketing programs from start to finish, leveraging internal support and driving collaboration.
- Analyzed customer insights, consumer trends, market analysis, and marketing best practices to build successful strategies.
- Created and maintained analytics reporting across multiple platforms and extract key insights for future campaign development and go-to-market strategies, complete with formal proposals and recommendations on tactics.

PREVIOUS SUCCESS STORIES

Sep 2014 - Nov 2015 | Gravesend, United Kingdom

Assistant Sales Manager | TERRY Discount Store

Jan 2014 - Jun 2014 | London

Assistant Manager | Madras Cafe

Jul 2013 - Jan 2014 | Wood Green London

Accountant | Taste Of Indie

Apr 2013 - Jun 2013 | ILFORD London

Chef Care Assistant | Rosewood Lodge

Sep 2013 - Feb 2013 | Bromley, England

Healthcare Assistant | Saffron Health Care Limited

REFERENCES

Name: Mr. Johnson

Company: Metro Hotel Supplies | **Position:** Owner | **Address:** AL Qusais, Dubai, UAE

Mobile: +971 524470989 | **FAX:** +971 43539334

Name: Mr. Abdulillah

Company: Alfida Metal Industries | **Position:** Owner | **Address:** UMM AL QUWAIN, UAE

Mobile: +971 547018655 | **FAX:** +971 547018655