

IBIN JOSE

Dubai Investment Park Dubai
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SALES EXECUTIVE

Target-driven Sales Executive with 4 years of experience providing top-notch consumer service, well versed in monitoring market conditions to promote product with an excellent salesmanship and negotiation skills. Focused on maximizing business success by capitalising on sales and service opportunities.

RELEVANT EDUCATION

Sambhram Academy Of Management Studies, Bangalore University

2016-2018

MBA HR And Marketing

66%

Bharathiar University Art's And Science College, Bharathiar University

2013-2016

BBA CA

65%

RELATED EXPERIENCE

ARCHANA TRADING COMPANY

JULY 2020 - OCTOBER 2022

SALES EXECUTIVE

- Presented products to clients using dynamic presentation and practical use-case scenarios.
- Analyzed past sales data and team performance to develop realistic sales goals and increased overall sales revenue 12%
- Directed 20 sales support staffs in administrative tasks to help sales close deals.
- Research sales opportunities and possible leads to exceed sales goals and increase profit.
- Achieves sales goals and service targets by cultivating and securing new customer relationship.



RELATED SKILLS

Interpersonal Effectiveness



Conflict Resolution



Quick Learner



Pro-active and team building



Expertise in lead generation



Better employee guidance



Customer need analysis



LANGUAGES

English

Hindi

Malayalam

MERIT INDIA SECULABS PVT LTD

JULY 2018 - JAN 2020

SALES AND MARKETING EXECUTIVE

- Engaged with 300 plus customers to build rapport and loyalty.
- Maintain records related to sales, returns and inventory availability.
- Trained and developed 6 new hires in company.
- Resolved customer issues quickly to close deals and boost client satisfaction.
- Established and cultivated solid business relationships with new customers.
- Established rapport with customers using active listening and interpersonal skills.
- Promote the product and service by exhibitions and stalls.