

RESUME



OBJECTIVE STATEMENT

I am an approachable, self-motivated and organized outside sales and Marketing Executive seeking a sales job that offers a vibrant workplace where I can use my solid sales experience and proven customer-relationship strengths to achieve challenging sales goals. with over Four years of successful outside sales experience with the proven ability to develop new business, build repeat business and establish long-term positive customer relationships at all levels.

OBJECTIVE SKILLS

- Lead generation
- Maintaining profitable & amicable relationships
- Business Development
- Competitor analysis
- Detail-oriented and Team Player

ADDITIONAL SKILLS

- Tally ERP
- Microsoft Office
- Data entry, analysis & management
- Planning & organizing
- Decision making

PERSONAL DETAILS

Nationality : Indian
Passport No. : M 2145160
D.O.B : 28-04-1993
Visa Status : Visit Visa
Expire : 26/09/2022
Driving License : 3657061 | Dubai
DL Expire : 13/04/2026

LANGUAGE

English, Hindi, Malayalam, Arabic

Najim Kabeerkutty

Deira-Dubai-UAE | Mob: +971 503262696 | Email: najiknnf@gmail.com

PROFESSIONAL EXPERIENCE

➤ SALES

- Meeting with clients virtually or during sales visits.
- Demonstrating or presenting products.
- Finding new channels for selling and distributing products.
- Establishing new business relationships & maintaining the existing.
- Maintaining accurate records of sales and others.
- Reviewing sales performance.
- Negotiating contracts and packages.
- Working towards monthly or annual targets.
- Deal with customer feedback, inquiries, complaints, and refunds.

➤ MARKETING

- Experience in territorial marketing, key account management and client relations and retention.
- Devising and implementing the organization's sales strategies
- Writing detailed sales reports for senior company managers.
- Gathering industry data and analyzing the competitors' movements.
- Communicating new products to potential clients.
- Proven ability to maximize sales opportunities by creating professional sales scripts and building rapport with potential new and existing customers.

➤ MANAGEMENT

- Willing to accept responsibility and be accountable.
- Created a regional sales reporting and performance monitoring system.
- Monitoring and reviewing the key accounts, to ensure targets are met.
- Responsible for monitoring sales levels and patterns on a weekly and monthly basis to identify and predict any potential problems.

➤ CAREER HISTORY

- Sales & Marketing Executive | Soft tissue paper industry LLC (2021- 2022)
- Salesman | Thomson plus supermarket LLC (2019-2021)
- Cashier Cum Salesman | Al Aswar Auto Spare parts (2016 – 2018).

EDUCATION

- **Bachelor of Commerce** | University of Kerala
- **Tally Financial Accounting Program** | The Chapter Colleague For commerce.
- **Diploma in International Financial Accounting (DIFA)** | Vizla education center for information tec. Kollam, Kerala

DECLARATION

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

Najim Kabeerkutty