

VINAYAKUMAR S M

Sales Executive

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SUMMARY

- Confident driven Sales Executive with persuasive communication style and relationship building skills necessary for successful sales.
- Achieves sales goals consistently by learning products and customers inside and out
- Keep customers coming back due to well established trust and exemplary service.
- Reliable candidate ready to take on challenges using problem-solving and task prioritization skills to help team succeed.
- Experienced sales executive capable of working in challenging environments. Excited about new opportunities to take further career leap.
- Conducting periodic market analysis to identify selling possibilities and evaluate customer needs.
- Collaborate with team to achieve maximum result.

CORE COMPETENCIES

- Sales and marketing
- Contract negotiations
- Communication
- Leadership skills
- Customer relationship
- Sales follow up
- Good driving record
- Customer need assessment

EDUCATION

- Bachelor of Science in Mathematics – Sree Ayyappa College
Chengannur, Kerala, India.

WORK EXPERIENCE:

Al Jameah Telecommunications

Showroom sales executive

Al Qassim, Saudi Arabia

December 2014 – February 2022

- Solid understanding of material sourcing of purchase of inventory.
- Identified new opportunities and customers with continuous monitoring of markets
- Skilled at maintaining profitable client relationship with an impressive record of achieving sales target.
- Network to establish contact with business prospects.
- Contact location managers and department supervisors to assess requirements.
- Modify marketing techniques depending upon the buying capacity of the customers.
- Achieving deadlines consistently by working effectively under pressure.
- Recaptured revenue by contacting old accounts and restoring business
- Handled incoming telephone calls and requests for information
- Sustained revenue by bringing in new customers and continuously connecting with established accounts
- Processed credit card payments and accurately handled cash.
- Estimated quoted prices, credit or contract terms and delivery dates

Wiscon Pharmaceuticals
Medical representative (sales)

Kottayam, Kerala
April 2014- September 2014

- Promote products and services to clients and negotiate contracts with the aim of maximizing profits.
- Reconciliation of stock for sales.
- Perform sales and financial data analysis
- Prepare and deliver presentations on products and services
- Seeking new sales opportunities through networking.
- Managing customer questions and complaints.
- Meeting monthly, weekly targets

PERSONAL DETAILS:

- D.O.B : 16-12-1990
- Gender : Male
- Marital status : Married
- Nationality : Indian
- Visa status : Visit visa
- **Valid Saudi and Indian Driving license**
- Languages known : **Arabic** , English ,Hindi ,Tamil , Malayalam.

DECLARATION:

I hereby declare that the information stated above is true to my knowledge.

VINAYAKUMAR SM
