

SAJAD IRIKKALIKKAL



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Profile

I am an approachable, motivated and confident Sales Executive with the ability to excel sales targets and make a real difference in the organisation's revenue generation. I have expert knowledge of the selling process and I fully recognise the human and emotional aspects of buying and selling. I possess strong social skills that enable me to be a strong relationship builder with clients, colleagues and third-party stakeholders.

More than 3 years of experience as Sales executive in India. Looking for a suitable position with a company which offers genuine room for progression and where I can make a significant contribution.

Skills

- Good written and verbal language skills.
- Good customer care skills
- Good computer and keyboard skills
- Good team player.
- Empathetic listener with very good presence of mind.
- Adaptability to change.
- Quick to learn.
- Data processing
- Invoicing and collections
- Month-end reports
- ERP (Enterprise Resource Planning) software
- Strong communication skills
- MS Office Suite
- Self-motivated professional
- Able to supervise

Work History

- ❖ **Sales executive** March 2018 to Sep 2021
M/S. S. Abdul Razhack & Co. (Distributor of Britannia Industries. LTD and GSK Health Care. LTD – Kerala, India)

- Builds business by identifying and selling products & maintaining relationships with clients.
- Identifies business opportunities by identifying prospects and evaluating their position in the industry, researching and analysing sales options.
- Sells products by establishing contact and developing relationships with prospects, recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports by collecting, analysing, and summarizing information.
- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops, reviewing professional publication, establishing personal networks, benchmarking state-of-the-art practices & participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.
- Maintain stock availability upon the market situation.

Education

B.B.A: General, Annamalai University 2018
Tamil Nadu, India

Manual and Computerized Accounting: IPA, Kerala, India 2018

Software Proficiency

- Tally ERP
- MS Office
- Peachtree
- Quick Books

Personal Details

Name: Sajad Irikkalikkal.

Date Of Birth: 08 – 04 - 1995

Gender: Male

Nationality: Indian

Passport No: N6987503

Licence: India

Linguistics Proficiency: English, Tamil, Malayalam,

Current Address:-

Dubai.

Visa Status:-

Till – January – 15 - 2022

Declaration

I Do here declare that the above mentioned information is correct up to my knowledge and i bear the responsibility for the correctness of the above mentioned particulars.

Yours Faithfully

Sajad Irikkalikkal