

# ABAISANAL

DEIRA-DUBAI  
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## PROFESSIONAL SUMMARY

Dynamic and results-driven Sales Executive with 3+ Years of experience in driving revenue growth and exceeding sales targets. Proven track record of successfully establishing and nurturing client relationships, implementing effective sales strategies, and consistently delivering exceptional results. Adept at identifying opportunities, negotiating deals, and closing sales to drive organizational success.

## WORK HISTORY

**SALES COORDINATOR | 11/2017 to 04/2019**  
**GRACE MARKETING – CHENNAI,TAMILNADU**

**SALES EXECUTIVE | 05/2021 to 03/2023**  
**INDIAN KITCHEN SPICES – Aluva-Ernakulam -Kerala**

## SKILLS

- Excellent Communication and Interpersonal Skills
- Strong Negotiation and Closing Abilities
- Strategic Thinking and Planning
- Relationship Building and Client Retention
- Results-Oriented and Target-Driven
- Proficient in CRM Tools and Sales Software
- Market Analysis and Competitive Intelligence
- Data Entry Operations

## LANGUAGE SKILLS

- English
- Hindi
- Malayalam
- Tamil
- Kannada

## PROFESSIONAL SKILLS

- Utilized CRM tools to manage customer information, track sales activities, and analyze data for strategic decision-making
- Collaborated with cross-functional teams including marketing, product development, and customer support to ensure a cohesive and customer-centric approach.
- Prepared regular sales reports and presentations for management, providing insights into performance metrics, trends, and areas for improvement.
- Putting the customer's needs at the forefront of sales strategies.
- Building trust and ensuring customer satisfaction throughout the sales process.
- Setting and achieving ambitious sales targets.
- Monitoring progress and adjusting strategies to meet goals.
- Developing and executing strategic sales plans aligned with overall company objectives.
- Identifying and capitalizing on market opportunities.

## EDUCATION

**KONGUNADU ARTS AND SCIENCE COLLEGE-COIMBATORE, TAMILNADU, INDIA**  
BACHELORS DEGREE IN BIOCHEMISTRY-2013 to 2016

**GOVT HIGHER SECONDARY SCHOOL GUDALUR-TAMILNADU, INDIA**  
HIGHER SECONDARY-2010 to 2012

## DECLARATION

I am aware that the resume is a representation of my qualifications, skills, and experience. I am committed to upholding the highest standards of honesty and integrity.