



abhilashmakkam@gmail.com



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Sharjah  
United Arab Emirates

## PERSONAL INFO

Nationality : Indian  
Gender : Male  
Marital status : Single  
Date of Birth : 13-05-1998  
Passport No. : U 3679299  
Date Of Expiry : 22-07-2030  
Visit Visa Exp: 25-08-2023

## SKILLS

- Branch Operations
- Satisfactory Branch Ratings
- Customer and Vendor Relations
- Multitasking Abilities
- Staff Supervision
- Financial Analysis
- Goals and Performance
- Event Planning
- Relationship Management

# ABHILASH M

## PROFESSIONAL SUMMARY

Skilled Branch Manager with demonstrated success in coordinating team and financial activities. Friendly and adaptable professional with remarkable leadership and program management skills.

## WORK HISTORY

March 2022 - April 2023

**Elanadu Milk Pvt. Ltd. - Branch Manager (FMCG), Trissur, Kerala**

- Boosted branch sales by developing and deepening customer loyalty through incentive programs.
- Produced reports outlining financial data to assist management with making strategic plans and operational decisions.
- Direct all operational aspects such as distribution operations, customer service, human resources, administration, marketing and sales
- Develop forecasts, financial objectives and business plans-to ensure accurate accounting of the materials received and issued.
- Generate reports and submit to concerned authorities.
- To pass the bills of the materials received from vendor and send it to Accounts department for payment.
- Address customer and employee satisfaction issues, Prepare financial statements for the head office.

## EDUCATION

**MBA with Tourism And Travel Management**  
Central University of Kerala, 2022

**Bachelor of Commerce (Bachelor Degree)**  
Kannur University , Kerala, 2019

**Higher Secondary**  
State Board of Higher Secondary Education, Kerala, 2016

**Secondary**  
State Board of Secondary Education, Kerala, 2014

## INTERNSHIP

Aviation with Speed Wings Academy.

## LANGUAGES

### English

Upper intermediate (B2)

### Hindi

Upper intermediate (B2)

### Malayalam

Bilingual or Proficient (C2)

## SOFTWARE SKILLS

### Ms Office

- Word, Excel, Power point

### Tally

## INTERESTS & HOBBIES

- Travelling
- Sports
- Reading
- Cooking

## SOFT SKILLS

- Communication
- Teamwork
- Problem-solving
- Time management
- Critical thinking
- Adaptability
- Leadership
- Creativity

## REFERENCES

Available Upon Request

## ACADEMIC PROJECTS

- **Potential of Land Based Adventure tourism of Kasaragod** : A case study of Raniuram this was my project and was aimed collecting statistical data and implementation for tourism projects.
- **RT Mission Program**: Employee will be aware of environmental objectives and targets within their department and how the objectives and targets affect their job performance.
- **Back water Tourism project reports**: Responsible for general knowledge of back water tourism corporate environmental policies. Prepares reports by collecting, analyzing, and summarizing information.

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## ORGANIZATIONAL / MANAGERIAL SKILL

### Tour Operator: In MBA Graduation Project and at work

- Prepare travel calendar.
- Communicate with Head of the Department, booking agents and publicists.
- Make all travel arrangements including rental cars, limos, private and commercial airline travel.
- Reserve appropriate accommodations for tour staff and performers.
- Oversee the schedule of every person involved in the tour.
- Keep travel expenses within the tour's budget.

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## STRENGTH & QUALITIES

- Caring about other people.
- Comforting people when they need it.
- Patience when dealing with others.
- Flexibility in thinking and operating style.
- Encouraging and inspiring people to do their best.
- Inspiring and motivating others to active greatness.
- Collaborating and working well together with others.

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## DECLARATION

I hereby declare that the above written particulars are true and correct to the best of my knowledge and belief.

**ABHILASH M**