

# AKSHAY K S

## SALES EXECUTIVE



### OBJECTIVE

Dynamic accountant with 2 years of experience specializing in financial reporting and analysis. Seeking a challenging role where I can apply my expertise in maximizing profitability, improving processes, and ensuring regulatory compliance. Dedicated to delivering accurate and insightful financial information to drive strategic decision-making.

### EXPERIENCE

**SALES EXECUTIVE**  
2021 - 2023

Toolmec  
Thrissur, kerala

**SALES EXECUTIVE**  
2020 - 2021

TPR Jewellery  
Thriprayar, kerala

### DUTIES & RESPONSIBILITIES

#### SALES EXECUTIVE

- Building relationships with new customers and distributors
- Demonstrating products to customers
- Maintaining good business relationships with existing clients
- Liaising with suppliers and manufacturers on a daily basis
- Holding meetings to discuss the progress of existing projects
- Managing all accounting transaction, posting in appropriate ledger
- Preparation of purchase and sales register
- Managing account records, issuing invoices, and handling payments
- Updating financial spreadsheets and reports with the latest available data.

#### SALES EXECUTIVE

- Building relationships with new customers and distributors
- Analysing financial data recommend ways to help the organization and runs proficiently
- Offering advice to organization on how to reduce cost, improve their revenue and boost profit.
- Meeting and greeting customers and making them feel welcome
- Devising and implementing the organisation's sales strategies
- Finding new channels for selling and distributing products
- Building relationships with new customers and distributors
- Maintaining good business relationships with existing clients
- Deal with customer feedback, enquiries, complaints and refunds

### DECLARATION

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

**Akshay K S**

### CONTACT INFO

**Phone No.**  
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akshayks0567@gmail.com

**Address**  
Dubai, UAE

### EDUCATION

**MBA FINANCE**  
Chinmaya College,  
Bharathiyar University  
2019

**BCA**  
NES College,  
Bharathiyar University  
2015

### LANGUAGES

English   
Hindi   
Malayalam

### SKILLS

Communication  
Time management  
Leadership  
Responsibility  
Customer relation  
Attention to detail  
Hard working

### PERSONAL INFO

Gender : Male  
Date of Birth : 25<sup>th</sup> April, 1995  
Marital Status : Unmarried  
Nationality : Indian  
Passport No. : S2010400  
Date of Expiry : 15/04/2028