

ANANDU B NAIR

RELATIONSHIP MANAGER – SALES & CLIENT ACQUISITION EXPERT

CONTACT

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- Kottayam, Kerala, India

SKILLS

- B2C & B2B Sales
- Customer Relationship Management (CRM)
- Sales Strategy & Target Forecasting
- Lead Generation & Conversion
- Upselling & Cross-Selling
- Client Retention & After-Sales Service
- Pipeline Management
- Negotiation & Deal Closure
- Team Collaboration & Communication
- Problem-Solving & Decision Making

Technical Skills:

- MS Office Suite (Word, Excel, PowerPoint)
- Tally ERP
- DFA Software
- CRM Tools

CERTIFICATIONS

- Best Relationship Manager – Maruti Suzuki (Q1 2024 & Q2 2025)
- Certified Sales Executive – Maruti
- Top 5 Performer – AVG Motors (FY 2022–23)
- Advanced Sales Training (Internal Program)
- NCC Certified – B & C Certificates
- Recognized for Excellent Customer Feedback & Retention

PROFILE

Dynamic and goal-driven Sales & Relationship Manager with over 4 years of proven experience in the automobile industry, specializing in customer acquisition, B2C/B2B sales, and after-sales support. Demonstrated ability to exceed sales targets, build long-term client relationships, and manage complete customer journeys. Recognized for excellent customer retention, strategic selling, and team collaboration. Currently seeking an opportunity in the GCC region to leverage sales expertise in a fast-paced, customer-focused environment.

WORK EXPERIENCE

- Relationship Manager

Oct 2023 – Apr 2025

Sai Service Pvt Ltd, Kerala, India

 - Managed high-value clients for premium automobile sales and after-sales service.
 - Achieved 120% of quarterly sales targets through strategic upselling and client engagement.
 - Conducted regular feedback sessions to identify service gaps and enhance loyalty.
 - Collaborated with CRM teams for lead tracking, pipeline forecasting, and customer satisfaction.
- Sales Executive

Sep 2022 – Oct 2023

AVG Motors Pvt Ltd, Kerala, India

 - Oversaw full customer lifecycle from inquiry to post-delivery follow-up.
 - Maintained an average of 10+ monthly closed deals by proactive lead management.
 - Planned and executed vehicle exhibitions and test drive campaigns to boost visibility.
 - Awarded Top 5 Performer for FY 2022–2023.
- Sales Executive

Jan 2021 – Jul 2022

Popular Vehicles & Services Ltd, Kerala, India

 - Honored with "Best Newcomer Award" for achieving top sales performance in Q1.
 - Demonstrated products, handled walk-in clients, and tailored offers to meet customer needs.
 - Provided post-sale assistance and ensured high customer satisfaction ratings.

EDUCATION

- Bachelor of Arts (History)

MG University, NSS Hindu College, Changanassery | 2016 – 2019
- Higher Secondary Education (Commerce Stream) | 2014 – 2016

SVRV NSS HSS, Vazhoor

ADDITIONAL INFORMATION

- Nationality:

Indian
- Date of Birth:

02/12/1998
- Willing to Relocate:

UAE or GCC
- Languages:

English, Malayalam, Tamil