

# AZHARUDHEEN KG

## SALES AND MARKETING COORDINATOR

Eleven and Half years of industry Sales and Marketing expertise, dealt with a number of customers and maintained a healthy relationship between the company and its clients, and Strong academic foundation in sales & marketing and modern methodologies, Solid organizational skills and Confident communication skills with substantial presentation skills.

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📍 KG, KERALA, INDIA

## WORK EXPERIENCE

### Sales and Marketing Coordinator Chancellor Pvt.ltd

10/2016 - Present

Kerala, - INDIA

A private limited, Water Tank Production company

#### Achievements/Tasks

- Manage the inventory of affiliate promotional item
- Organize and assist in regular product team meetings
- Managed to spot a number of potential customers and profitable markets
- Provide reporting data from the CRM system and other sales analytics systems to the Sales Manager whenever requested
- To assist Product managers, BU Director & sales force in the daily work
- To be involved in the Follow up of the Marketing and sales actions decided
- Maintained and developed relationships with existing customers in person and via telephone calls and emails

### Sales Team leader Sharon PVC Pvt.Ltd

04/2014 - 09/2016

kerala,INDIA

A private limited, PVC pipes distribution company for the houses, apartments and establishments

#### Achievements/Tasks

- Responsible for business Development
- Brought new clients and recovered not many old clients in the district and could hold their certainty particularly the old ones with the organization through proceeded with relationship
- conduct business development activities in the geography assigned
- Worked intimately with the supervisor and acquired a few administrative capacities and business techniques in the field, experienced in changing over the business strategies to contend in the field

### Sales Team leader E.K Foods pvt.ltd

08/2013 - 03/2014

kerala,INDIA

A private limited, FMCG production company

#### Achievements/Tasks

- Responsible for business Development
- Brought new clients and recovered not many old clients in the district and could hold their certainty particularly the old ones with the organization through proceeded with relationship
- conduct business development activities in the geography assigne

### Sales Executive Gold Star Paints & Chemicals Pvt. Ltd

09/2010 - 07/2013

Kerala - INDIA

A private limited, paints & chemical distribution company for the houses, apartments and establishments

#### Achievements/Tasks

- Achieved a Record sale of 10 million INR in the company history as a member of sevenmember team in March 2012
- Managed to spot a number of potential customers and profitable markets
- Involved in the online, web and email marketing campaigns

## SKILLS

Exercised excellent interpersonal skills in customer facing role

Market research expertise gained through experience

Ability to work in a fast paced and evolving sales environment

Knowledge of Accounting (TALLY,QUICK BOOKS)

Strong Excel skills

Data collection and analysis

Financial management

Employee management

Verbal and written communication

Data entry

## CERTIFICATIONS & TRAINING PROGRAMS

### Diploma in Computerized Financial Accounting

- Accountant Professional Society, Kochi - INDIA (An ISO 9001/2000 organization)
- Attended a two-day workshop on SPSS project analysis software package
- Participated in International conference for indigenous management practice for a day

## EDUCATION

### Master of Business Administration (MBA) Annamalai University,Tamil nadu

03/2008 - 08/2010

Chidambaram ,Tamil nadu- INDIA

Master of Business Administration (Finance & Marketing)

- A detailed study of cash management System at MCSML, pioneer semigovernment organization for spinning and weaving products, Kerala INDIA)

### Bachelor of Commerce (B.COM) Calicut University,Kerala

05/2005 - 04/2008

Calicut,kerala,india

CouBachelor of Commerce (B.COMrses

- Detailed study of commerce

## LANGUAGES

Malayalam

Native or Bilingual Proficiency

Tamil

Full Professional Proficiency

English

Native or Bilingual Proficiency

Arabic

Limited Working Proficiency