

Athul Rameshan Nambiar



I have a bachelor's degree in finance and over 1 years of experience in sales and marketing. During my time in this field, I have developed strong communication and interpersonal skills, as well as a deep understanding of customer service. I have also gained solid understanding of the principles of marketing, including market research, product development, and promotional strategies.

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Work Experience



Customer Service

Olayan Food Division · Full-time

Feb 2023 - Present

Dubai, United Arab Emirates

- Achieved sales goals and service targets by cultivating and securing new customer relationships.
- Increased revenue by implementing effective sales strategies in sales cycle process from prospecting leads through close.
- Ensure guests are satisfied by assisting with serving, seating and communicating with the kitchen and striving to speak to all guests.
- Resolved guest complaints according to restaurant policy in a professional manner.
- worked with unhappy guests, making certain they leave pleased and return.
- Prevented food spoilage by monitoring dates, rotating stock, and following proper storage procedures.
- Monitored inventory deliveries to minimize product losses and prep for service.
- Learned other teammates' work tasks to train as backup.
- Make sure guest is happy with me.
- Cash handling.



Article Assistant

Suresh & Saju Chartered Accountant · Full-time

Nov 2021 - Nov 2022 · 1 yr

India · Hybrid

- Assisted in the preparation of financial statements and other reports for clients.
- Participated in internal and external audits, ensuring compliance with applicable laws and regulations.
- Developed and maintained client relationships by providing timely and accurate advice.
- Conducted research on various accounting topics and provided recommendations to clients.
- Assisted in the preparation.



Sales Executive

Nike · Full-time

Jan 2017 - Jul 2019 · 2 yrs 7 mos

Mumbai, India

- Achieved sales goals and service targets by cultivating and securing new customer relationships.
- Increased revenue by implementing effective sales strategies in sales cycle process from prospecting leads through close.
- Analyzed past sales data and team performance to develop realistic sales goals.
- Researched sales opportunities and possible leads to exceed sales goals and increase profits.
- Utilized internal lead referral tools to solicit new business opportunities and contacts.
- Evaluated costs against expected market price points and set structures to achieve profit targets.
- Exceeded sales goals by implementing aggressive sales programs, overhauling processes and facilitating market development.
- Monitored and adjusted pricing based on market trends and customer feedback to meet expectations and increase sales.

Relevant Skills

- Time management
- Problem-solving
- Complaint Resolution
- Effective Communication
- Teambuilding & Training
- Cost Reduction & Waste Elimination
- Patience & Empathy
- Ability to Keep Calm in Stressful Situations
- Sales expertise
- Product Marketing
- Operations support
- Administrative support
- Copywriting
- Marketing
- Project Management
- Cash handling

Education History



Master of Business Administration (2023)

Institution: Shailendra Education Society's Arts, Commerce & Science College, Mumbai-400068
Pursuing



Hock International (2023)

CMA, Certified Management Accountant



Bachelor of Commerce (Finance and Audit)

Institution: Mumbai University

Year of Graduation: 2021

- **Shailendra Education Society's Arts, Commerce & Science College**

Volunteer Work and Interests



Volunteer Teacher

Shailendra Educational Society

2018 to 2020

Every month, I volunteer to teach children ages 5 to 7 years old how to read and write in English.