



harshathkmr@gmail.com



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Abudhabi, UAE



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## EDUCATION

BBA, Marketing  
**Annamalai University,**  
Pathanamthitta  
June 2022 - Current

DGCA, Aircraft Maintenance  
Engineering  
**Mount Zion College Of  
Engineering,** Pathanamthitta  
June 2014 - May 2017

Higher Secondary  
**Nss Hss,** Thadiyoor  
June 2010 - April 2012

## PERSONAL DETAILS

**Nationality:** Indian  
**Marital Status:** Married  
**Visa Status:** Visit

# HARSHATH KUMAR H

## PROFESSIONAL SUMMARY

Results-driven Senior Sales Officer with 5 years of experience in developing and implementing strategic sales plans to drive revenue growth. Proven track record of exceeding sales targets, building and maintaining strong client relationships, and leading high-performing sales teams. Skilled in identifying market opportunities, negotiating contracts, and delivering exceptional customer service. Adept at analyzing sales data and trends to optimize performance and drive business success. Seeking a challenging opportunity to leverage my expertise and drive exceptional sales results for a dynamic organization.

## WORK HISTORY

January 2022 - April 2024

**Ajmi Foods - Sales merchandiser,** Kerala, India

- Managed stock levels and distribution
- Handled supply/production problems as they arose.
- Setting stock promotions/price reductions as appropriate
- Conducted market research to analyze trends and customer response towards products
- Highlighted product features and benefits in order to drive sales.
- Collaborated with suppliers, manufacturers, and stores to ensure successful implementation of plans.

January 2019 - December 2021

**Bajaj Finserv Ltd. - Senior sales officer,** Kerala, India

- Implemented new lead generation strategy that boosted qualified leads by 30%
- Collaborated with the marketing team to develop targeted campaigns, resulting in heightened brand awareness and a 15% boost in sales
- Conducted regular market research to identify new opportunities and trends, resulting in the creation of effective sales strategies and acquisition of fresh clients.
- Maintained excellent client relationships by providing excellent customer service and proactively solving issues.

## SKILLS

- Relationship Building
- Customer Satisfaction
- Complaint Procedures
- Quick Learner
- Multi Tasking
- Upselling expertise
- Sales and market development
- Service promotions
- Territory management
- Client communication

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## REFERENCE

Mithun Kumar, Manager-Ajmi Foods, +91 7012584118  
Shanu Sreenivas, Manager-Bajaj Finserv, +91 7907160153,

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## DECLARATION

The information i have provided is true to the best of my knowledge and beleif  
Harshath Kumar H