

MELBIN PRINCE

Email:- melbinprince@gmail.com Mob:- 0505537255 Applied post:- Sales Executive

CAREER OBJECTIVE

A result-oriented sales executive with proven skills in expanding client base, product availability management, merchandising and sales closing is looking for an opportunity to working in a challenging position.

SUMMARY OF SKILLS

Strategic planning	Stockist management	Merchandising
Communication skills	Negotiation skills	Competitor activity analysis
Customer service	Presentation skills	Problem solving

WORK EXPERIENCE

Sales Executive 09/03/2020 - 31/01/2024
Sharaf Electronics, U.A.E

- Understanding customer needs and pitching products
- Customer grievance management
- Sales closing

Business Development Officer 01/01/2018 – 12/12/2019
Moopens Solar, India

- Feasibility analysis and quotation preparation
- Business presentation
- Negotiation and sales closing

Sales Executive 07/07/2014 – 20/09/2017
St Antonys Mills, India

- Sales of spices and flour products
- Distribution management
- Payment follow ups and cash collection

Sales Officer 13/04/2012 – 10/06/2014
Sun Pharma, India

- Brand promotion
- Product availability management
- Stockiest management and sales closing

EDUCATIONAL QUALIFICATION

Master of Business Administration

01/06/2009 – 31/03/2011

MES, Cochin (Mahatma Gandhi University, Kottayam, India)

Bachelor of Commerce

06/06/2006 – 27/03/2009

St Thomas college, Kottayam (Mahatma Gandhi University, Kottayam, India)

LANGUAGES KNOWN

- English
- Hindi
- Malayalam

DRIVING LICENSE

- License No : 250037
- Category : LMV – Manual
- Expiry date : 12/08/2029

PERSONAL DETAILS

- Date of birth : 27/11/1988
- Age : 35
- Nationality : Indian
- Marital status : Married
- Religion : Christian
- Visa status : Residence