

# **RESUME**



Manoj Kumar  
Sales Executive  
Al Ain  
UAE

**MOB: 055 1913700**

**E-MAIL: [manojkrishnan.705@gmail.com](mailto:manojkrishnan.705@gmail.com)**

## **PROFESSIONAL SUMMARY**

**Results-driven Sales Executive with 13 years of UAE experience, proven track record of driving revenue growth, and exceptional relationship - building skills.**

## **EDUCATION**

**Schooling in Kendriya Vidyalaya (CBSE), Kerala.  
Diploma in Government ITI, Malampuzha, Kerala.**

## **WORK EXPERIENCE**

### **1.SalesExecutive :Union Paper Mills (2018-Present)**

**Sales Executive with 6 years of experience driving strategic sales initiatives, managing supplier relationships, and negotiating contracts to achieve cost savings and process efficiencies. Proven track record of delivering results-driven solutions, leveraging market expertise, and collaborating with cross-functional teams to drive business growth.**

## **2. Sales Representative : NMC Trading, Al Ain (2013-2018)**

**Results-driven Sales Representative with a proven ability to drive business growth and expand market share. Utilizing exceptional communication skills to build and maintain strong relationships with clients.**

## **3. Sales Representative : Al Batha Group of Companies (2011-2013)**

**Achieved awards from IBFI for No:3 Salesman position amongst IBFI sales team.**

**Sales Representative with a proven track record of consistently meeting or exceeding sales targets, developing and executing strategic sales plans, providing exceptional customer service to drive business growth and customer loyalty.**

## **4. Sales representative :Al Hooth Trading (2010-2011)**

**Managed and maintained accurate sales records and reports.Developed and maintained in-depth knowledge of products and services.Provided training and support to new sales team members.**

## **SKILLS**

- **Communication**
- **Relationship -building**
- **Sales strategy**
- **Product knowledge**
- **Time Management**
- **Goal-oriented**
- **Contract Negotiation**
- **Data Analysis**
- **Interpersonal Skills**

## **PERSONAL DETAILS**

**Date of birth : 28/12/1983**

**Driving Licence : Yes (2010)**

**Licence No : 123045**

**Nationality : Indian**

**Married : Yes**

**I hereby declare that all the statements made in this resume are true to best of my knowledge.**

**MANOJ KUMAR**