

## Midhun T Nair

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### CAREER OBJECTIVE

I seek challenging opportunities where I can fully use my skills for the success of the organization, and also provides myself development to achieve my personal goals and satisfaction in work. I have the ability to create and maintain customer accounts, understand customer needs and handle the negotiation process.

### WORK HISTORY

#### **Al Rawabi Dairy Company, Dubai**

*Sales Executive* Jan2020-Nov 2020

- Met schedule using excellent planning and coordination skills.
- Picked up additional tasks to aid team success.
- Demonstrated consistent hard work and dedication to achieve results and improve operations.
- Engaged with customers to better understand needs and deliver excellent service.
- Collaborated with staff to formulate delivery of products and improve department revenue.
- Followed all necessary protocols to ensure products were delivered safely and securely.
- Updated daily logs with products that are sold, cancelled or returned.

#### **PepsiCo India Pvt Ltd, Kerala**

*Sales Representative* May 2018-Aug 2019

- Visits to stores and showrooms ,done presentations at trade shows, product demonstrations and meetings with customers.
- Meeting with potential customers.
- Sell the company's products by visiting potential customers (including retailers) and presenting them with an offer.
- Advertising campaigns, brochures, radio spots, television commercials, direct mailings, and social media marketing.
- Emphasize the features of products to highlight how they solve customer problems.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Provides historical records by maintaining records on area and customer sales.
- Contributes to team effort by accomplishing related results as needed.

#### **Vaikundam Enterprises, Kerala**

*Sales Executive* Jan 2016- Apr 2018

- Demonstrated products to customers to show features and promote items.
- Built displays of items for special promotions and updated signs with correct pricing.
- Operated register to process payments via cheque, cash and cards.
- Rotated stock on shelves, reducing stock waste and minimising store losses.
- Assisted with shop inventory management and completed routine stock taking.
- Handled customer objections with professionalism, consolidating consumer trust.
- Self-managed workload under pressure to consistently meet deadlines.

## SKILLS

MS Excel  
Powerpoint  
Customer service  
Sales management  
Multitask  
Adaptability  
Leadership  
Team player

## EDUCATION

Degree/Course	Institute Name	University	Percentage	Year Of Passing
Degree	Federal College	KU	70	2014
Higher Secondary	GHSS Bhoothakulam	HSE	65	2011

## INTERESTS

- Automotive enthusiast
- Travelling
- Music
- Social Service
- Volleyball

## PERSONAL DETAILS

DOB : 09/03/1994  
Passport No : L4737009  
Date Of Issue : 10/09/2013  
Date Of Expiry: 09/09/2023

## DECLARATION

I hereby declare the information mentioned above are true to my knowledge and belief.

Midhun  
10/12/2022