



NIKHIL P K

Date of birth: 11/03/1997 | **Nationality:** Indian | **Gender:** Male | **Phone number:**

(+91) 9074743783 (Mobile) | **Email address:** nikhilpulikunnumal@gmail.com |

Address: Kamar Manzil ,Karakunnu po,, Manjeri,Malappuram, 676123,
Manjeri, India (Home)

ABOUT ME

The Sales Executives are involved in promoting products and service to customers and also negotiating contracts on behalf of the company so as to maximize profit. The work description of the Sales Executive typically lists the following – organizing sales visit, presenting and demonstrating products, establishing a new business, maintaining detail records, reviewing sales performance attending trade shows and meetings, and negotiating contracts. The ASM also emphasizes tasks such as conducting market research ensuring stock availability, closing sales deals, and creating sales and financial data report for review.

EDUCATION AND TRAINING

10/07/2018 – 25/05/2021 Manjeri, India
BBA Calicut University

30/07/2014 – 25/07/2016 Manjeri, India
SECONDARY SCHOOL , COMPUTER SCIENCE SHM GHSS Edavanna

01/06/2013 – 30/03/2014 Manjeri, India
SENIOR SECONDARY SCHOOL Mubarak English School CBSE

WORK EXPERIENCE

01/01/2023 – CURRENT Calicut, India
AREA SALES MANAGER NJ INDIA.IN

- Builds business by identifying and selling prospects; maintaining relationships with clients
- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Contributes to team effort by accomplishing related results as needed.

16/01/2021 – 25/12/2022 Manjeri, India
SALES OFFICER LAMIT GROUP

- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports by collecting, analyzing, and summarizing information.
- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.

● **LANGUAGE SKILLS**

Mother tongue(s): **MALAYALAM**
Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C2	C2	C2	C2	C2
HINDI	B1	A1	A2	B1	B1
ARABIC	A1	A1	A1	A1	A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● **ADDITIONAL INFORMATION**

DRIVING LICENCE

Driving Licence: A | 12/05/2015 – 11/05/2034
Driving Licence: B | 12/05/2015 – 11/05/2034

HOBBIES AND INTERESTS

- Driving
- Solo Drives
 - Searching New Destination
 - Challenging Drives

- Closing challenging Sales
- Negotiation
 - Demonstrating and presenting products
 - Building relationships
 - Meeting sales goals