

# Prashant V Nair

Dubai | +971-563889493  
prashantv86@gmail.com

## Summary

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Intend to build a career in a leading corporate hi-tech environment with committed & dedicated people, which will help me to explore myself fully and realize my potential. As a Sales Personnel, I intend to build quality relationships with consumers to provide them with relevant products, services, and technology expertise. I will partner with cross-functional teams to ensure sales, inventory, and asset protection. I will also work closely with my colleagues to prepare and implement sales strategies.

## Experience

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### Roman Group of Companies

#### HR Executive | 11/2022

- Dealing with leave settlements, final settlements
- Air ticket issuance and insurance policies of employees.
- Dealing with attendance of employees

### Drycon Industries (INDIA)

#### Area Sales Manager | 05/2018 - 09/2022

- Meeting purchasers and introducing our products to them negotiating with them regarding promotions of the products, and conducting promotional activities in Showrooms.
- Meeting supervisors, and salesmen of Showrooms and introducing our products.
- Providing promotional offers in different outlets.
- Coordinating Sales Executives, Delivery team, and Store In charge.
- Coordinating operational activities

### Home Mother Products (INDIA)

#### Area Sales Supervisor | 04/2017 - 05/2018

- Meeting purchasers and introducing our products to them negotiating with them regarding promotions of the products, and conducting promotional activities in Showrooms.
- Meeting supervisors, and salesmen of Showrooms and introducing our products.
- Providing promotional offers in different outlets.
- Coordinating Sales Executives and Delivery team.
- Introducing new products in different outlets

### Safari Trading EST (QATAR)

#### Area Sales Supervisor | 12/2013 - 04/2017

- Meeting purchasers and introducing our products to them negotiating with them regarding promotions of the products, and conducting promotional activities in Showrooms.
- Meeting supervisors, and salesmen of Showrooms and introducing our products.
- Providing promotional offers in different outlets.
- Coordinating Sales Executives, Promoters, and Delivery team.
- Introducing new products in different outlets and with purchasers.

### Oceanus Estates India PVT LTD (INDIA)

#### Executive Marketing | 06/2012 - 01/2013

- Deals with Luxury Apartments in Cochin and Nedumbassery.
- Proper follow-up with existing clients and trace new clients.
- Giving proposal about Apartment in detailed documents
- Arranging Site Visits for Clients as per their available time and share details.
- Coordinate with other executives for their requirements.
- Arrange promotional activities like campaigns, Hoarding Advertisements, etc.
- Assist and support with customer support executives.
- Coordinate events related to new product launches.

- Coordinate and arrange events related to business meetings.
- Negotiating with customers as well as vendors and updating the management.
- Retaining relationships with existing clients through proper visits and cold calls.
- Coordination with the Marketing Manager, Area in charge, and Technical support Executive, Project Engineers, and Finance departments as and when required.
- Conducting Marketing Research to understand competitor products.
- Payment collections and other backup services.

#### **Extramarks Education PVT LTD (INDIA)**

##### **As officer School Relations | 03/2011 - 07/2012**

- Deals with Software and Hardware solutions.
- Proper follow-up with existing clients and trace new clients.
- Meeting with Principals, Top Management, and other respected people.
- Giving demonstrations about the product and services.
- Assist and support Training workshops for teachers.
- Coordinate events related to new product launches.
- Retaining relationships with existing clients through proper visits and cold calls.
- Coordination with Marketing Manager, Area in charge, and Technical support Executive.
- Conducting Marketing Research to understand competitor products.

#### **Education**

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##### **Marthoma College of Management and Technology | Perumbavoor**

##### **Marketing and Human Resource | 01/2010**

##### **Sree Ayyappa College**

##### **Industrial Microbiology | 01/2007**

##### **Jawahar Navodaya Vidyalaya Minicoy, Lakshadweep**

##### **XII Std | 12/2004**

##### **Jawahar Navodaya Vidyalaya Minicoy, Lakshadweep**

##### **X Std | 12/2002**

#### **Reference**

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Mr.Nikhil Muralidhar, Operations Manager, Safari Trading EST, Mr. Jayakrishnan Sivas, Marketing Head, Drycon Industries