

CURRICULUM VITAE

OBJECTIVE

My goal is to apply my skills to enhance the organization's growth, progress in my career within it, and actively contribute to its successful development and advancement.

PERSONAL PROFILE

- MBA qualified, Accomplished Marketing Professional with over 10 years exposure in cement manufacturing company in India.
- Diploma in Financial Accounting Completed from IIIT.
- Digital Marketing course completed from inmakes infotech Pvt.Ltd.
- Well-versed in Tallyprime, Peachtree, Quickbooks, Microsoft packages, ERP, Scan guard etc.
- Possess excellent people management skills with an ability to manage cross cultural and multi-functional teams.
- A trustworthy professional and active team player oriented towards contributing to organizational growth

WORK EXPERIENCE

Marketing Executive

Tranvancore Cements Ltd ,Kottayam | July 2014 - June 2024

- Preparation of tour programmes well in advance and forwarding them prior to monthly sales meetings at the Head Office.
- Carry out visits to Stockists / Dealers / Actual Consumers in accordance with the approved tour programmes and collect orders for the company's products.
- Identify the construction sites (big & small) coming under the area allotted and meet the person / authority concerned for receipt of orders.
- Make frequent contacts with the CPWD/ PWD authorities, heads of religious institutions etc. for product promotion.
- Coordinate the business related activities between the Stockiest / Dealers and the company and ensure clearance of bottlenecks, if any.
- Promptly attend Customer complaints, if any, received from the Stockists / Dealers of the respective area and those received during the monthly sales meetings, by making site visits / sample demo painting etc.

Sales executive

Popular Vehicles & Services Ltd I 2010-2011

- Meeting with clients virtually or during sales visits
- Demonstrating and presenting products
- Building a strong customer experience before, during, and after the sale
- Establishing new business
- Maintaining accurate records
- Attending trade exhibitions, conferences, and meetings
- Reviewing sales performance
- Negotiating contracts and packages



RAHUL K B

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📍 CITY TOWER BUILDING
NEAR ASTER HOSPITAL
BUR DUBAI

PERSONAL DETAILS

Date of Birth	:	12/05/1990
Gender	:	MALE
Marital Status	:	SINGLE
Nationality	:	INDIAN

SKILL SET

Software Proficiency	M S Office (MS Word, MS Excel, MS PowerPoint), MS Outlook, Scan guard, SPSS, Internet, foxpro
Accounting software	Tally+GST, Peachtree, Quickbooks, ERP System

ACADEMICS

POST GRADUATION DEGREE

Master of Business Administration (Marketing & HR)

- Graduated from Mahatma Gandhi University, Kottayam, Kerala.

MAIN PROJECT

A Study of customer satisfaction of KSE CATTLE FEED, DAIRY PRODUCTS among the Customers at Kerala solvent Extraction Pvt. Ltd

MINI PROJECT

Organizational Study in Travancore cements LTD. Kottayam

KEY QUALITIES

- Upselling
- Prospecting
- Time Management & Plan for Success
- Accountable & Ownership
- Build Rapport
- Lead Conversations & Drive Buying Decisions
- Control Emotions & Maintain Positivity
- Prospect Consistently
- Define Criteria & Build Solutions
- Sell Benefits / Value
- Negotiating Prowess

DECLARATION

I hereby certify that all the information provided above is true to the best of my knowledge.

Date :

Place:

Rahul K.B