

RIVIN KURIAKOSE

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Location: Al Ain, UAE



SUMMARY

Experienced Area Sales Officer with a proven track record of driving sales growth and increasing customer satisfaction. Possess strong leadership skills, with the ability to motivate teams to exceed targets. Proven success in developing strategies to increase market share and maximize sale.

KEY COMPETENCIES

- Sales process management
- Negotiation and closing skills
- Customer Relationship-Management
- Market analysis and research
- Competitive intelligence
- Industry trends and developments
- Strong communication and interpersonal skills
- Proactive and self-motivated
- Exceptional organisational skills

PROFESSIONAL EXPERIENCE

Freezefast Technologies Private Limited; Wayanad and calicut- India
FMCG- Lazza, Uncle Johns and Skei Ice Creams.

AREA SALES OFFICER

November 2019 - October 2023

- Identifying and acquiring new customers.
- Building and maintaining relationships with key accounts.
- Meeting and exceeding sales targets.
- Analyzing market trends and competitor activities.
- Leading and motivate sales teams.
- Prepare regular sales report and forecast.
- Handling customer complaints and resolving issues.

Devon Food Private Limited; Wayanad- India
FMCG- Spices and Curry powders

SALES OFFICER

January 2018 - October 2019

- Monitored and supervising 3 van sales.
- Stayed up to date with industry trends to offer competitive product recommendations.
- Managed schedule and priorities to achieve key targets and meet deadlines.
- Promoted products by tracking offering and prices.
- Negotiate terms and conditions of sales.
- Close deals and secure sales orders.

Eastern Continentals Private Limited; Wayanad and Kannur- India
FMCG- Spices and Curry powders

VAN SALES EXECUTIVE

April 2015 - December 2017

- Develop and maintain relationships with new and existing customers.
- Address customers inquiries and resolves complaints promptly.
- Deliver products to customers in a timely and professional manners.
- Perform regular stock checks and report inventories.

- Plan and optimize delivery route to maximize efficiency and customer satisfaction.
- Ensure the van is clean and presentable at all times.

CBM Enterprises, Stone Crusher

SALES EXECUTIVE

July 2010- February 2015

- Maintaining and building client relationships.
- Negotiate/ close deals and handled complaints.
- Finds prospects and leads.
- Collaborate with team members to achieve better results.
- Prepare weekly and monthly reports.
- Set up meeting with potential clients and listen to their needs and concerns.

EDUCATION

Higher Secondary Education

State Board Of Education
2008- 2010

LANGUAGE

- English
- Hindi
- Malayalam

TECHNICAL SKILLS

Basic computer literate
Microsoft office suite, Excel, Word

PERSONAL DETAILS

- Date Of Birth: 30/01/1990
- Nationality: Indian
- Passport Number: B7386878

ACHIEVEMENTS

- Consistent achievements of target monthly
- Wayanad was a non-achieving territory which is now an achieving territory consistently.
- Successfully acquired and onboarded 5 new high-value clients.
- Mentored and coached a team of five members.

REFERENCES

Kishore A K

Sales Manager

Freezefast Technologies Private Limited-India

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