

Rajesh Kottukkal

Kottukkal Ramakrishnan Rajesh

krrajesh49667@gmail.com

050-7697250, 055-8336635

Dear HR:

I'm KR Rajesh seeking an opportunity in your esteemed firm as Sales Executive. I'm an experienced sales professional with valid UAE drivers license who can expand the reach of your products in the market. With my proven track record in FMCG sales and achieving targets, I am thrilled at the opportunity to help make this growth strategy a success.

I have been working in NTDE for the last 20 years, working closely with a number of renowned brands. During the span of my career, i was responsible with the listing, introducing and expanding the brand visibility of various products such as **Pokka, Davidoff, Holsten, Fiji Water, Ahmad Tea, Al Rabie Juice, Pride Cheese, Captain Oats, Axe-Oil, American Garden Products , Häagen-Dazs, Nature-Valley, Green Giant, Betty Crocker, Pillsbury, Old El Paso etc.**

I'm primarily responsible for the TT Markets & Modern Trade in Dubai and over 185 customers with whom I have maintained great professional relationships.

With more than 20 years of experience, I am highly skilled at all aspects of sales. In addition, my position have allowed me to specialize in negotiation and planning, and I consistently exceed the set targets.

Thank you for your time and consideration. I have attached my resume I will make myself available to speak with you at your earliest convenience. You can contact me via my phone number or email id.

Respectfully yours,

K R Rajesh

055-8336635

krrajesh49667@gmail.com



RAJESH KOTTUKKAL

SENIOR SALES EXECUTIVE



CONTACT



Phone

055-8336635
050- 7697250



Email

krrajesh49667@gmail.com



Address

Dubai



Nationality

Indian



EDUCATION



Bachelor Of Commerce

University Of Calicut



Diploma In Computer Applications



Art Of Negotiation



PROFILE INFO

Focused and result-driven FMCG sales executive with experience of over 20 years with a track record of exceeding given sales targets by a solid margin. Profound ability to maintain an updated knowledge pool regarding various product features and specifications. A highly persuasive individual with proven communication and interpersonal skills, fully knowledgeable of the industry.



WORK EXPERIENCE



Senior Sales Executive

2004 - Present

NTDE

- Responsible for all sales activities in the Dubai area in Traditional Trade & Modern Trade.
- Responsible for listing new brands and line extensions.
- Currently responsible for Dubai Region overseeing all accounts of all major accounts for **Pokka, Davidoff, Holsten, Fiji Water, Ahmad Tea, Al Rabie Juice, Pride Cheese, Captain Oats, Axe-Oil, American Garden Products, General Mills Products like Häagen-Dazs, Nature-Valley, Green Giant, Betty Crocker, Pillsbury, Old El Paso etc.**
- Responsible for listing all the above products in the current traditional trade markets for all customers in Dubai Area such as **Urban Foods, Grandiose, West Zone group, Madina Group, All day Group, Shaklan Group, Regency Group, Aswaaq GMG (Geant /Aswaaq) Al Maya , Grandiose, Madina , Regency, Shaklan, Blue Mart, All Day, west zone, Day to day Talal,Emirates coop etc.**
- Manages customers and increases sales volume and customer loyalty by leading a 14 member-ed merchandising team for over **185 customers**.
- Successfully meets all monthly targets by 110%.
- Works closely with sales and support teams to foster high customer satisfaction and generate profit.
- Bound to improve Brand wise Visibility and distribution to make sure 100% implementation of brand deployments.
- Responsible to look for new opportunities in market and aid the marketing team to boost brand presence.
- Communicate internally any events taken by customer/competitors that may have an impact on the business.
- Submit all required daily, monthly & quarterly reports internally and externally.
- Improved overall merchandising displays and prepared progressive presentations in PPT.



SKILLS & EXPERTISE

- Excellent leadership and negotiation skills.
- Good interpersonal and communication skills.
- Ability to work for long hours & under pressure.
- Confident and Self motivated.
- Team Management.
- Problem solving and Decision making skills.
- Good analytical skills and an adaptive Learner.
- Strong & Good relationship with all trade higher Management in UAE .



LANGUAGE

- English
- Hindi
- Malayalam
- Arabic



HOBBIES

- Cooking
- Travelling
- Walking
- Football

Handling Brands:



Achievements

- Achieves 110% montly targets.
- 36% Growth in over sale in the area when compared to previous year.
- Listed NTDE products in over 300 stores in Dubai.
- Updates and maintains Planorama Application for blue project to ensure 100% product Availability across Dubai.



Sales Executive (Wholesale)
Axiom Telecom, Dubai

2002 - 2004



SKILLS & EXPERTISE

- Excellent leadership and negotiation skills.
- Good interpersonal and communication skills.
- Ability to work for long hours & under pressure.
- Confident and Self motivated.
- Team Management.
- Problem solving and Decision making skills.
- Good analytical skills and an adaptive Learner.
- Strong & Good relationship with all trade higher Management in UAE .

Computer Skills:

Knowledge of MS Office Applications (Word, Excel, Power Point, Outlook)



Valid UAE Drivers license.



MY REFERENCE



References are available upon requests.