

AKHIL MANOHARAN

SALES OFFICER/MANAGER/CASHIER/DATA ENTRY

Strategic and results-driven Sales Officer/Manager with [7 years] of proven expertise in leading sales teams, driving business growth, and building long-term client relationships. Demonstrated ability to develop and implement successful sales strategies, manage high-performing teams, and achieve revenue targets. Skilled in market analysis, negotiation, and customer relationship management to foster business expansion.



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Dubai, UAE

SKILLS

Strategic Sales Planning



Negotiation and Closing Deals



Leadership and Training



Sales Performance Tracking



CRM



Market Research and Analysis



WORK EXPERIENCE

CREDIT MANAGER

MAXVALUE ENTERPRISES PRIVATE LTD - INDIA

May 2022 – May 2024

- Led a team of sales representatives, achieving revenue growth over.
- Developed and executed strategic sales plans to penetrate new markets and expand client base
- Analyzed sales performance metrics to identify trends and areas for improvement, achieving
- Negotiated contracts and closed high-value deals with key clients, contributing to an increase in company revenue.

RELATION OFFICER/SALES OFFICER

L&T FINANCE PRIVATE LTD

Oct 2017 - Feb 2021

- Successfully met and exceeded monthly sales targets.
- Built and nurtured long-term relationships with clients
- Researched and analyzed market trends to identify new opportunities for growth.
- Presented product demonstrations tailored to client needs
- Collaborated with marketing and product teams to align strategies and maximize outreach.

PERSONAL DETAILS

Age : 29
Date of Birth : 1996/08/19
Gender : Male
Nationality : Indian
Civil Status : Married
Visa Status : Visit Visa

Passport No : B6428332

LANGUAGES

English : Fluent
Malayalam : Native
Hindi : Fluent
Tamil : Native

EDUCATION

- B A Sociology (Degree)
- PLUS TWO, COMPUTER SCIENCE
- SSLC
- Computer Skills:** Proficient in data entry, Microsoft Word, Excel, and PowerPoint.
- QC/QA in Civil
- Auto Cad

