



# RIVIN KURIAKOSE

Area Sales Officer

## CONTACT

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Place: Mutarid - Al Ain : UAE

## PERSONAL DETAILS

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

## SKILLS

- Communication and interpersonal skills
- Sales and negotiation
- Achieving set targets or sales
- Customer relationship
- Critical Thinking and problem solving
- Leadership
- Sales team supervision
- Self-motivated
- Product knowledge
- Merchadising

## ABOUT ME

Dedicated sales professional with demonstrated strengths in customer service, time management, and trend tracking. Excellent verbal and written communicator with strong background cultivating positive relationships and exceeding goals. Achieves sales goals consistently by learning products and customers inside and out. Keeps customers coming back due to well established trust and exemplary service.

## EXPERIENCE

**Area Sales Officer**

November 2019- October 2023

**Freezefast Technologies Private Limited; Wayanad and Calicut**

**India ( FMCG - Lazza, Uncle Johns and Skei Ice creams.)**

- Accomplished corporate goals by implementing strategic sales plans and supervising sales teams.
- Optimized sales initiatives based on customer feedback and market trend data.
- Formulated weekly and monthly reports regarding products sold and customer information to supervisor.
- Monitored market and competitor activities to proactively direct sales strategies.
- Processed custom orders and send details to manufacturers for fulfillment.

**Sales Officer**

January 2018 - October 2019

**Devon Food Private Limited ; Wayanad -India**

**(FMCG -Spices and curry powder.)**

## EDUCATION

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### Higher Secondary Education

State Board of Education

2008 - 2010

## LANGUAGE

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- English
- Hindi
- Malayalam

## TECHNICAL SKILL

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Basic computer literate

## ACHIEVEMENTS

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- Consistent achievements of target monthly
- Wayanad was a non achieving territory which is now an achieving territory consistently.

## REFERENCES

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### Kishore A K

Sales Manager: Freezefast  
Technologies Private Limited

Phone 919946107257

Email : kde.sales@freezefast.in

- 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.
- Located requested items from racks or storage areas.

### Van Sales Executive

April 2015 - December 2017

### Eastern Continentals Private Limited ; Wayanad & Kannur

### India (FMCG - Spices and Curry Powders.)

- Develop and maintain relationships with new and existing customers
- Address customer 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.

### Sales Executive

July 2010 - February 2015

### CBM Enterprises, Stone Crusher

- Maintaining and building client relationships.
- Negotiate/ close deals and handled complaints.
- Find 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.

## DECLARATION

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I here by declare that all the information provided by me is correct and factual to the best of my knowledge

Rivin Kuriakose