

SREERAM MADATHIL

S A L E S M A N



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DUBAI, UAE

PROFILE

Motivated and detail-oriented sales professional with four years of sales and merchandising experience seeking a management position. Seeking an opportunity to apply my advanced knowledge of sales and customer service and my experience with team-building and staff development.

SKILLS

- Customer Service
- Meeting Sales Goals
- Closing Skills
- Negotiation
- Self-Confidence
- Product Knowledge
- Presentation Skills
- Client Relationships
- Motivation for Sales

EXPERIENCE

SALES MAN

ALMARAI DIARY COMPANY, DUBAI,UAE,
2019 - 2023

- Serves customers by selling products, products merchandising and meeting customer needs.
- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques.

EDUCATION

BACHELOR OF ELECTRONICS

College of Applied Science
Calicut University,Kerala, India
Completed 2014

BA IN ENGLISH
Monad University

DIPLOMA IN SHIPPING AND LOGISTICS

NCLL

PERSONAL INFO

Nationality : Indian
Date of birth : 07-December-1992
Marital Status : Married
Passport NO : M1339365

LANGUAGES

- English
- Hindi
- Tamil
- Malayalam

LICENSE

UAE Driving License
License No : 4046621

ACCOUNTS ASSISTANT

NADER ALAWADI CONTRACTING CO, BAHRAIN,
2017 - 2018

- Petty cash handling.
- Assisting payroll operations.
- Accounts payable and accounts receivable handling.
- Response to telephone calls, E-mails and instant messages.

LOGISTICS AND OPERATIONS EXECUTIVE

IMPALS EXPORTERS AND IMPORTERS AND CARGO CARE
INTERNATIONAL,

2015 - 2016

- Bill of Entry, Bill of Lading, Handling container movements.
- Examination of Cargo, coordinating with Shipping lines Assisted with senior operation for minimizes transit delays.

DECLARATION

I do hereby declare that above particulars of information and facts stated are true, correct and complete to the best of my knowledge and belief.

Sreeram Madathil