

# Salman Aboobacker



Highly motivated and Award winning Business Development and Marketing Professional with over 2 years of experience in FMCG and Garments industries. Proven expertise in creating client relationships, qualified lead generation, effective marketing communication and complex event management. Recognized by clients and supervisors for superior performance.

✉ salmanvenkitta@gmail.com

📍 Dubai, UAE

🌐 [linkedin.com/in/salman-aboobacker-ab8593174](https://www.linkedin.com/in/salman-aboobacker-ab8593174)

📞 +971 547328699

📅 UAE Driving License valid until - 23/05/2025

## WORK EXPERIENCE

### Sales Executive Western International Group

07/2022 - Present

Dubai, UAE

*One of the ground breaking global business conglomerate in Middle East, Africa, South Asia, Europe & Subcontinent.*

#### Achievements/Tasks

- Build and maintain strong relationships with existing clients and identify opportunities for business expansion.
- Execute daily sales routes to reach potential customers within the assigned territory.
- Provide exceptional customer service by addressing client inquiries, resolving issues, and ensuring customer satisfaction.
- Collaborate with the sales team and management to develop effective sales strategies and promotional campaigns.
- Achieve sales targets and contribute to the overall revenue objectives of the company.
- Negotiate pricing, terms, and contracts with clients to close deals and achieve sales targets.

### Key Account Executive Intergrow Brands

05/2020 - 06/2022

#### Achievements/Tasks

- Managed a portfolio of 100+ products and led operational excellence in an entire district.
- Received SELLING STAR AWARD for hitting a target sale of 12.5 ton in the portfolio managed.
- Received EXCELLENCE AWARD in Q4 for hitting maximum product sales in the months of DEC - MAR 2022.
- Finding and developing new markets and improving sales.
- Handling Customer Quarries and Follow up.

## EDUCATION

### MBA - Marketing University Of Calicut

2018 - 2020

### B.COM - Finance University Of Calicut

2015 - 2018

## SKILLS

Communication skills

Interpersonal skills

Strong organization skills

Analytical skills

Time management

Problem Resolution

## ACADEMIC PROJECTS

MBA - A Study on Effectiveness of Distribution and its Impact on Customer with Special Reference to HAPPY KID APPARELS

B.COM - Financial Performance of Calicut Trading Company Perinthalmanna

## CERTIFICATES

ASAP Computer Skills

*Government Certification*

Digital Unlocked

*Google Certification*

Communicative English and Journalism

*University of Calicut*

## SOFTWARE KNOWLEDGE

Microsoft Excel

Microsoft Word

Microsoft Powerpoint

SAP Software

## LANGUAGES

English

*Full Professional Proficiency*

Malayalam

*Native or Bilingual Proficiency*

Hindi

*Professional Working Proficiency*

Arabic

*Limited Working Proficiency*