



SHYAM KUMAR S

Marketing & Research

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PERSONAL INFO.

Passport NO: S5011818

Passport Validity: 11/07/2028

Visa Type: Visit Visa

Expiry: 18/03/2023

DOB: 28/02/1999

DATE OF AVAILABILITY

- Immediately

SKILLS

- Contact Research
- Customer Relation
- Retail Operation
- Product Technology
- Strategic Marketing
- Negotiation
- Leadership / Coaching
- Relationship Management
- Strategic Marketing
- Competitor Analysis
- SWOT Analysis

PROFILE SUMMARY

- Experienced Research Associate with 5+ years of experience in database building, lead generation, customer data management in DBMS.
- Utilized superior communication skills to motivate staff and develop effective working relationship with peers, executives, and clients.
- Expertise thinker recognized for building and leading teams that consistently achieve all quality and revenue goals.
- Contribute significantly to the organization by making use of my skills & knowledge & to enhance the same through continuous learning. My biggest strength is "working as a part of the team" helps me to adapt to changing situations and thrive on different challenges.

WORKING EXPERIENCE

➤ Sales Executive - Lead Generation & Contact Research

Samsung Electronics

Kottayam Kerala, India - 686001

August 2021 - May 2022

- Customer database management & developing new strategies for Lead Generation.
- Helped determine pricing schedules for quotes, promotion, and negotiations.
- Preparation of daily, weekly, and monthly reports.
- Coordinated sales efforts with marketing programs.
- Visited customers and potentials customers to evaluate needs or promotes products and service.
- Answering customers questions about products, price, quality, technology side, pricing, and availability.
- Worked in various areas with department heads, including wholesales purchasing, development, and categorization of products, administration, and dispatch processes.
- Regularly interact with product heads, sales representatives, and accounts managers across to understand customer demands & needs and target demographics for different products.
- Proper track on item details to inventory database, including category, supplier code, total number of pieces, currency of purchase and purchase & sales price.

STRENGTH

- Honesty
- Self-Motivated
- Technologically Savvy
- Time Management
- Decision Making
- Leadership Ability
- Communication
- Problem Solving
- Adaptability

TECHNICAL SKILLS

- MS Office
- Salesforce CRM
- ZoomInfo

LANGUAGES

- English
- Malayalam
- Tamil

REFERENCE

- George Kuruvilla
Regional Manager at
Pittappillil Agencies
- Sherin Suresh Sales
Manager at
Nandilath G-Mart
(Samsung)

➤ **Marketing Executive**
Pittappillil Agencies (Eurka Forbes & Liebherr Appliances)
Kottayam Kerala, India - 686001
April 2017 - July 2021

- Business development & analysis.
- Maintain relationships with media vendors and publishers to ensure collaboration in promotional activities.
- Collaborate with managers in preparing budgets and monitoring expenses.
- Customer Satisfaction & customer relationship.
- Requests for proposals (RFP) for potential clients based in Indian Market.

EDUCATIONAL QUALIFICATION

- Bachelor Program in Business Administration from Albedo School of Business Management in March 2020.
- 12th from Government Vocational Higher Secondary School, Vakathanam, Kottayam – Kerala 686011 in 2017.
- SSLC from MD Seminary Higher Secondary School, Kottayam – 686004 in 2015.

I hereby declare that all the above-mentioned information given by me is true and correct to the best of my knowledge and belief.

Shyam Kumar S