

# VISHNU S. NAIR

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🌐 Indian



VISA STATUS: **RESIDENT**

DRIVING LICENSE: **UAE DRIVING LICENSE**

## PROFESSIONAL SUMMARY

Sales professional with 8 years of experience in providing assistance to office and storefront environment primarily in retails and FMCG sector. Identifying and learning new strategies to engage and inspire team in order to deliver better Customer experience

## WORK HISTORY

04/2023 - Present	<b>RELATIONSHIP OFFICER</b> <b>CITI BANK – DUBAI</b> <ul style="list-style-type: none"><li>Finding NTB customers from open market and taking business through reference</li><li>Analyzing market segments to identify potential prospects in order to increase existing customer base significantly</li><li>Identifying &amp; approaching unlisted potential companies and building relationship to conduct events for bulk application sourcing.</li></ul>
05/2021 - 02/2023	<b>ASST. SALES MANAGER</b> <b>ESSENTIALS TRADE LINKS PVT LTD- INDIA</b> <ul style="list-style-type: none"><li>Achieving growth and hitting sales targets by successfully managing the sales team</li><li>Designing and implementing a strategic sales plan that expands company's customer base and ensure it's strong presence.</li><li>Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives.</li></ul>
06/2018 - 03/2021	<b>SR. SALES EXECUTIVE</b> <b>VZOLVE PVT. LTD - INDIA</b> <ul style="list-style-type: none"><li>Conducting market research to identify selling possibilities and evaluate customer needs</li><li>Keeping in contact with existing customers in person and by phone.</li><li>Meeting sales targets.</li><li>Promoting new products and any special deals.</li></ul>
06/2016 - 05/2018	<b>SALES EXECUTIVE</b> <b>EAST COAST GROUP OF COMPANIES - INDIA</b> <ul style="list-style-type: none"><li>Increased client list and maintain relations with existing clients</li><li>Successfully built and maintained professional work relationships that increased business opportunities</li><li>Co-ordinate product promotion with existing and new clients</li></ul>

	<ul style="list-style-type: none"> <li>Sales &amp; Marketing, Social Media Marketing, Campaign Management, Online Marketing</li> </ul>
03/2012 - 11/2015	<b>SALES AND MARKETING EXECUTIVE</b> <b>GEMOLOGICAL SCIENCE INTERNATIONAL PVT. LTD - INDIA</b> <ul style="list-style-type: none"> <li>Increased sales through the well-placed implementation of sales initiative</li> <li>Built the business from scratch, through the identification of prospects, and maintaining solid client relationships.</li> </ul>

SKILLS

<ul style="list-style-type: none"> <li>Communication</li> <li>Negotiation</li> <li>Team Leadership</li> <li>Teamwork</li> <li>Client relations</li> <li>Relationship building</li> <li>Sales strategies</li> </ul>	<ul style="list-style-type: none"> <li>Managing budgets</li> <li>Overseeing pricing</li> <li>New business development</li> <li>Excellent listening skills</li> <li>Training and supervising</li> </ul>
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EDUCATION

06/2005 - 05/2007	<b>Diploma of Higher Education: SECRETARIAL PRACTISES</b> <b>Government Commercial Institute - Kerala, India</b> Subjects Included: Accountancy, Commerce, Computer Application, English and Malayalam Typing (Higher
06/2003 - 05/2005	<b>Plus Two: Humanities</b> <b>Muhammadan Government HSS - Kollam, Kerala</b>

ACCOMPLISHMENTS

- Sales Strategy development and execution.
- Product price estimation by analyzing competition and demand.
- Development and execution of promotional strategies.
- Robust analytical and organizational aptitudes.
- B2B Marketing and Sales.
- Lead Generation.

LANGUAGES

<b>Malayalam</b>	<b>English</b>
<div><div></div></div> Native	<div><div></div></div> Fluent
<b>Hindi</b>	<b>Tamil</b>
<div><div></div></div> Fluent	<div><div></div></div> Intermediate

HOBBIES

Reading  
Travelling