



VISHNU.KP

CAREER OBJECTIVE

Experienced and results-driven Sales Executive with a proven experiences in the logistics and export industry. Adept at driving revenue growth, fostering client relationships, and achieving sales targets within competitive markets. Skilled in leveraging industry insights and a robust network to deliver innovative solutions that meet client needs and drive business expansion. Demonstrated ability to exceed sales targets, negotiate contracts, and drive revenue growth within the logistics and export sector. Proven success in identifying new business opportunities, penetrating markets, and expanding the customer base in the logistics and export domain.

EDUCATION

MASTER OF BUSINESS ADMINISTRATION (MARKETING & LOGISTICS) 2017
Nehru Institute of Information Technology and Management (NIITM)

BACHELOR OF ARTS IN ENGLISH LITERATURE
St. Mary's College 2015

EXPERIENCES

❖ SENIOR EXECUTIVE (SALES) JULY 2022- JAN 2024 FLYJAC LOGISTICS - LOGISTEED (FORMER HITACHI GROUP) INDIA

- Developing and implementing sales strategies aligned with company objectives to drive business growth and expand market share.
- Building and nurturing strong relationships with existing clients, understanding their needs, and identifying opportunities for upselling or cross-selling logistics services.
- Prospecting and acquiring new clients through lead generation, networking, and pitching logistics solutions tailored to their requirements.
- Conducting presentations, negotiations, and proposals to prospective clients, showcasing the company's logistics capabilities and value proposition.
- Meeting and exceeding sales targets, both in terms of revenue and client acquisition, while ensuring profitability and sustainable growth.
- Conducting market research, analyzing trends, and preparing regular reports on sales performance, market insights, and competitor activities.

❖ EXPORT CONTROL COMPLIANCE JAN 2022- JUN 2022 ECC DIVISION (FLYJAC LOGISTICS - LOGISTEED (FORMER HITACHI GROUP) INDIA)

- Understanding and interpreting export control laws, regulations, and policies applicable to the industry and ensuring the company's adherence to these regulations.
- Developing and implementing internal policies, procedures, and controls to ensure compliance with export laws and regulations.
- Classifying products, technologies, or services based on export control regulations and obtaining necessary licenses or authorizations for controlled items.

PERSONAL DETAILS

Mobile No : +971 569511830
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Email ID : Kpvishnu1993@gmail.com
Address : Al Karama, P.O Box:
111311.
Nationality : Indian
Gender : Male
Marital Status : Married
DOB : 14 / 12 / 1993
Visa Status : Visit Visa
Visa Expiry :24.03.2024

KEY SKILLS

Sales Strategy Development

Client Relationship Management

Customer service

Time management

New Business Development

Sales Target Achievement

Market Analysis

Logistics Coordination

Negotiation Skills

Administrative Coordination

Documentation Skill

Communication skill

LANGUAGES KNOWN

- ❖ English
- ❖ Malayalam
- ❖ Tamil
- ❖ Hindi

COMPUTER PROFICIENCY

- ❖ MS Word
- ❖ Power Point
- ❖ Excel
- ❖ Outlook

PASSPORT DETAILS

Passport No : P6123771
Date of Issue : 21/02/2017
Date of Expiry : 20/02/2027
Place of Issue : Malappuram

- Maintaining accurate records and documentation related to exports, licenses, agreements, and compliance activities as required by regulatory bodies.
- Conducting training programs or sessions for employees on export compliance policies, procedures, and best practices.

❖ SHIPPING COORDINATOR

NOV 2020 - DEC 2021

SEA EXPORT (FLYJAC LOGISTICS - LOGISTEED (FORMER HITACHI GROUP) INDIA)

- Liaising with carriers and freight forwarders to book cargo space on vessels, ensuring timely shipments in accordance with customer requirements.
- Handling and preparing shipping documents such as bill of lading, certificates of origin, commercial invoices, and export declarations as per regulatory requirements.
- Ensuring compliance with customs regulations and documentation standards for export consignments, coordinating with customs agents for clearance.
- Tracking shipments, maintaining records of cargo movement, and providing updates to stakeholders on shipment status and estimated arrival times.
- Communicating with customers, freight forwarders, and other relevant parties to resolve shipment-related queries, provide updates, and

❖ OFFICE COORDINATOR CUM BUSINESS DEVELOPMENT EXECUTIVE

INTEGRATED PROCUREMENT GENERAL TRADING LLC (UAE) 2018 - 2020

- Managing office operations, including handling correspondence, scheduling meetings, and organizing office supplies and equipment.
- Assisting the sales team with administrative tasks, such as preparing sales quotations, proposals, and contracts.
- Building and maintaining relationships with existing clients, addressing their inquiries, and providing after-sales support.
- Updating and maintaining client databases and CRM systems, ensuring accurate and up-to-date information for sales activities.
- Identifying potential clients and business opportunities through research, lead generation, and market analysis.

❖ BUSINESS DEVELOPMENT MANAGER

MARCH 2017 - JUNE 2018

HDFC HOME LOAN (KERALA, INDIA)

- Developing and implementing sales strategies to achieve targets, increase market penetration, and drive home loan product sales.
- Identifying potential customers, building relationships, and networking with individuals, real estate agents, builders, and other stakeholders in the housing industry.
- Promoting HDFC home loan products through various marketing channels, presentations, events, and campaigns to attract potential customers.
- Understanding customer requirements, analyzing financial situations, and advising on suitable home loan products to meet their needs.
- Generating leads through referrals, cold calling, and other lead generation techniques, and converting leads into sales opportunities.

DECLARATION

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

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