



- Planned and executed events and marketing programs to increase qualified leads.
- Developed and executed marketing programs and general business solutions resulting in increased company exposure, customer traffic and elevated sales numbers.
- Engaged, informed and supported staff on media and marketing outcomes.
- Launched marketing activities for new product lines and market penetration.
- Worked with communications team to drive internal promotion of company programs, initiatives, guiding principles and mission.

March 2007 - December 2011

**POP INK TRADERS - Sales Executive**, Kochi, Kerala, India

- Achieved sales goals and service targets by cultivating and securing new customer relationships.
- Negotiated and closed profitable sales contracts with new and existing customers to increase loyalty and retention.
- Developed and presented valuable sales presentations to potential customers to highlight features and benefits of products.
- Researched sales opportunities and possible leads to exceed sales goals and increase profits.

March 2004 - September 2007

**WHEELS & WHEELS - Car Wash Attendant**, Kochi, Kerala, India

- Achieved customer satisfaction by providing high-quality professional service.
- Greeted customers and assessed needs to recommend suitable car wash services.
- Kept customer areas clean and tidy to maintain professional, hygienic standards.
- Provided exceptional customer service by recommending and apprising customers on service options, pricing, and savings opportunities through memberships or promotional information.

January 2000 - February 2003

**OTSUKA PHARMACEUTICAL INDIA PVT LTD - Business Development Executive**, Kochi, Kerala, India

- Communicated directly with customers and partners to build strong business networks and relationships.
- Established and maintained highly effective relationships with clients and industry partners to drive growth.
- Developed new proposals, contracts and procedures to draw in more clients and streamline work operations.
- Identified business development challenges and customer concerns for proactive resolution.

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## PERSONAL DETAILS

- Date of Birth : 5th Jan 1976
- Nationality : Indian
- Sex : Male
- Marital status : Single
- Passport No : V1000516
- Visa Status : Visit

- Current Address: Al Karama, Dubai, UAE
- Residence Address : Cochin, Kerala, India

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## **DECLARATION**

I hereby declare that all the facts given here are true to my knowledge.