

# VYSAKH M

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Dubai, United Arab Emirates



A highly determined individual who would like to secure a responsible career opportunity to completely utilise my training and skills and constantly upgrade them, while making a significant contribution to the personal growth and success of the company. One of my positive traits is being an efficient team player with a creative mindset. It has given me a wide range of exposure in different areas such as marketing and sales, human resources, business operations, profitable customer relationships & process improvement which develops a positive attitude and energy to work with people.

## KEY COMPETENCIES

Time management skills	Report writing and presenting	Strong interpersonal skills
Human resource management	Critical thinking skills	Proactive and self-motivated
MS Word and Excel skills	Excellent communication skills	Exceptional organisational skills

## PROFESSIONAL EXPERIENCE

**Vividhity Ventures Pvt Ltd, Bangalore**  
**IT Sales and marketing executive**

**September 2023 - August 2024**

Designing and implementing marketing plans for company products and working with the sales team to develop targeted sales strategies, Answering client queries about product specification and use, client relations, research on competitors, identifying potential customers through phone calls, networking, referrals, and community events. sales presentation and proposals, prepared weekly reports and passed them to HR, creating content for all social media pages, handling all social medias of the company, co-ordinating meetings and appointments

**Jio Infocomm Ltd**  
**Sales executive**

**August 2020 - August 2021**

To effectively manage and grow customer base, start by engaging new customers with personalized outreach and tailored solutions. Focus on acquiring and onboarding customers in assigned territory by conducting thorough market research, implementing a clear and efficient onboarding process. Drive customer engagement and enhance their experience by scheduling regular check-ins. Regularly review sales performance by tracking key metrics, analyzing trends, and adjusting strategies based on performance data. To meet monthly targets, set clear, achievable goals, prioritize daily tasks, and monitor progress closely.

## EDUCATION & CERTIFICATIONS

**Master of Business Administration (MBA)**  
**Majors: HR and Marketing** (Dec 2021 - Jul 2023)  
T John College, Bangalore University

**Bachelor of Science (B.sc)**  
**Majors: Physics** (Jul 2017 - Jun 2020)  
Mar Dionysius College, Calicut University

## PERSONAL INFORMATION

DOB - 10/07/1998  
Nationality - Indian  
Languages - English, Hindi, Malayalam, Tamil