



SHINU KURIAN MANI

Sales Executive with more than 6 years of hands on experience

CAREER OBJECTIVE

Performance driven and knowledgeable Sales Executive with 6+ years of extensive experience and comprehensive background in sales, marketing and administrative profiles. I seek challenging opportunities where I can fully use my skills for the success of the organization. I want to succeed in a stimulating and challenging environment that will provide me with advancement opportunities.

PROFESSIONAL EXPERIENCE SUMMARY

Admin cum Sales Executive
Ferns n Petals, Kerala, India
(November 2019 to May 2024)

- Prospecting for new customers through existing leads and cold calling and maximizing lead generation
- Timely execution of all sales activities – leads, campaigns, referrals & any self generated leads
- Tracking and reporting sales performance including pipeline, acquisition results and market conditions
- Set appointments, listen to customer needs and sell most appropriate product
- Be the interface between the company and the customer to resolve any processing issues
- Drive the on-boarding of new customers and initiates spend enablement activities
- Keep up-to-date on products and competition
- Attend and participate in regular staff meetings
- Engages in regular portfolio planning to determine areas of focus & project accurate full year forecasts
- Engaging with premium customers to build relationships, and delivering a positive customer experience while acquiring new customers
- Expansion of internal and external relationships, and drive sales results

Sales Executive
Bhipa Ayurveda, Kerala, India
(November 2018 to October 2019)

- Attend and greet clients as they enter the showroom in a courteous attitude and provide the necessary inquiries by introducing the products in a professional and knowledgeable manner.
- Conduct promotional campaigns and generate leads.
- Achieve yearly sales targets.
- Train and guide new team members in the department.
- Negotiate terms & pricing with the customers.
- Manage sales reports & provide quarterly sales reports.
- Attend various training programmes.
- Maintain an excel sheet with the record of foot fall on a daily basis.

Education

Diploma in Logistics & Retail Management
Bachelor of Commerce (Course Completed)
Plus Two

PERSONAL DETAILS

Date of Birth : 13/05/1994 Nationality :

Indian

Phone : +971 588629130

Visa status :- Permanent visa

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LOGISTICS INTERNSHIP

Big Bazar, Future Group

-Logistics & Retail Management

TCM Logistics Company

-Logistics & Warehousing

CORE COMPETENCE

- * Sales Skills
- * Time Management
- * Critical Thinking
- * Multitasking
- * Good Listener
- * Negotiation Skills
- * Product Knowledge
- * Interpersonal Skills
- * Leadership Skills
- * Prospecting

