



JISHNU BABU P B

Sales Executive



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Kannur, Kerala

Dynamic and goal-oriented sales and logistics professional with 3+ years of experience in sales, delivery operations, and customer service. Proven track record in building customer relationships, achieving sales targets, and managing delivery logistics efficiently. Skilled in territory management, negotiation, and time-bound task completion. Seeking a challenging Sales Executive position in Dubai to contribute to business growth through excellent communication, interpersonal, and sales skills.

Experience

Delivery Executive

Delhivery Ltd, Muzhappala, Kannur

2023 – Present

- Managed last-mile deliveries, ensuring timely and safe delivery of parcels.
- Maintained accurate delivery records and provided excellent customer service.
- Handled cash on delivery transactions and digital payment reconciliation.

Sales Executive

Elanadu Milk Private Limited, Kerala

2022 – 2023

- Promoted dairy products to retailers and customers, boosting regional sales by 15% within one year.
- Maintained strong customer relations to ensure repeat business and customer satisfaction.
- Achieved monthly sales targets and submitted timely reports to management.

Machinist

Parambil Engineering Works, Payyoli

2021 – 2022

- Operated machine tools to produce precision metal parts.
- Ensured compliance with safety standards and blueprints.

Apprentice – Machinist Trade

Keltron, Kannur

2019 – 2020

- Gained hands-on experience in machining, maintenance, and production tools under supervision.

Education

ITI – Machinist (NCVT)

Govt. ITI, Kannur

2016 – 2018

Higher Secondary (Plus Two)

Board of HSE Kerala

2014 – 2016

S.S.L.C

Board of Kerala

2014

Skills

- Customer Relationship Management (CRM)
- Sales Target Achievement
- Product Knowledge & Promotion
- Logistics & Delivery Operations

- Time Management & Punctuality
- Verbal & Written Communication
- Negotiation & Persuasion Skills
- Basic Computer & Mobile App Usage

Certifications

National Apprenticeship Certificate – Machinist Trade (NCVT)

NCVT Certified – Machinist Trade

Valid Indian Driving License: LMV & Two-Wheeler with Gear

Additional Information

Nationality : Indian

Passport Number : V3827667

Languages : English, Malayalam, Tamil