



SHAN ABDUL RAHMAN

SALES EXECUTIVE

Direct new and existing sales, leading sales team training to generate leads and positively impact the bottom line. Develop business proposals including value propositions, terms, and price negotiations. Grew sales revenue and market shares with service management, direct sales, channel development, training, and contract negotiation

EXPERIENCES

SALES AND MARKETING COORDINATOR | 2021 – 2024

KTCT English Medium Higher Secondary School, Trivandrum, Kerala, India

- Designing and implementing marketing plans for the institution.
- Creating and presenting sales performance reports.
- Maintaining client relations.
- Resolve conflicts and other issues
- Communicate with parents, regulatory bodies and the public
- Coordinating with media representatives and sponsors
- Implement actions that improve the school and the quality of education
- Contributing to the development of marketing strategies.

SALES EXECUTIVE | 2019 – 2021

MEDI CURE PHARMA DISTRIBUTERS, Trivandrum, Kerala, India

- Assessing client's needs and present suitable promoted products
- Liaising with and persuading targeted doctors to prescribe our products utilizing sales skills
- Providing product information and deliver product samples
- effective Monitor inventory levels at retail stores, analyses sales data to identify trends and areas of improve

SALES EXECUTIVE | 2016-2018

CHIRAYIL ENGINEERING, Trivandrum, Kerala, India

- Assists customer to load purchased materials into customer's vehicle.
- Straightens materials on display to maintain safe and orderly conditions in sales areas.
- Marks prices on merchandise or price stickers, according to pricing guides, using marking devices.
- Counts materials and records totals on inventory sheets.
- Maintain and update filing, inventory, mailing, and database systems, either manually or using a computer.

COURSES / CERTIFICATIONS

- Teacher Eligibility Test- 2018 Government of Kerala, India
- Bharat Scout & Guide Advance Course – 2016
World Organization of the Scout Movement (WOSM)

EDUCATION

- Bachelor of Physical Education –: 2013-2014 Mahatma Gandhi University Kerala, India
- Bachelor of Arts-: 2009-2012 University of Kerala, India

PERSONAL DETAILS

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Nationality Indian

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Visa Status Visiting Visa

KEY SKILLS

- gathering insights on customers
- competitors and market potential
- executing marketing campaigns and promotional strategies
- maintaining client relationships
- developing the sales pipeline
- meeting periodic sales targets
- creating sales reports
- Problem-solving and conflict resolution skills
- Good judgment and decision-making aptitude
- Customer service orientation
- Collaboration Skills. ...
- Communication and interpersonal skills

LANGUAGES

- English
- Malayalam
- Hindi
- Tamil

SOFTWARE PROFICIENCIES

- MS Words
- MS Excel
- MS Outlook
- MS POWER POINT