



SHYAM SANKAR P L

Profile

Dependable and self-motivated professional with five years experience in high-pressure office environment managing multiple simultaneous projects. Strong communication skills combined with the proven ability to build robust relationships and effectively manage competing demands result in the achievement of challenging goals. A highly motivated self-starter who is fully committed to proving himself in a new career.

Employment Profile

Retail Sales Associate, Titan Financial Brokers, Dubai

DECEMBER 2021 - PRESENT

- Personal loans and credit cards' sales

Agency Manager, Aditya Birla Sun Life Insurance, Palakkad

JULY 2020 — MARCH 2021

- Supervise and coordinate all aspects of an agency
- Oversee schedules for all executives and manage booking for conference rooms and group workspaces.
- Work with HR department to facilitate recruitment drives, including setting up and running a booth at local career fairs
- Identify weaknesses and drawing up improvement plans setting and meeting monthly targets and liaising with clients to ensure improved service and product delivery
- Communicate any performance concern to the management and make recommendations
- Recruiting, screening and training new agents.
- Analyzing performance and drawing up action plans
- Establishing strong relationships with staff and clients
- Obeying agency regulations, guidelines and policies and ensuring staff does the same.
- Researching current industry or market trends and using knowledge for business improvements.

Accounts Trainee, Finpro , Palakkad

OCTOBER 2019 – APRIL 2020

- Prepare accounting records under the guidance and supervision of accounting supervisors.
- Attend weekly meetings to shadow accountants and learn valuable insights.
- Copy, scan, and file documents electronically and via physical copies.
- Learn computer technology for document record keeping.
- Watch accountants prepare tax returns and compute taxes owed.
- Understand compliance with tax requirements.
- Help accountants develop budgets using periodic reports; assist with budget maintenance and analysis.
- Shadow accountants providing litigation support for financial issues and representing clients in tax matters.
- Learn on-the-job auditing services for clients, both externally and internally.
- Help accountants provide advice regarding business operations, trends, financial commitments, and revenues to help predict a client's future revenues or expenses.

Details

12/232,31A

SIREET

KARAMA

DUBAI -47715

+971525953960

samshyam006@gmail.com

NATIONALITY

Indian

DATE OF BIRTH

09-10-1993

VISA STATUS

Visit visa valid till AUGUST

Skills

Computer Skills

Ability to Work Under Pressure

Microsoft Office

Communication and
Presentation

Lead Generation

Customer Relationship Management

Effective Time Management

Cold Calling

Recruitment and Coaching

Consulting

Data Analysis Business

Acumen

Sales Software proficiency

Customer Need Analysis

POS Sales Software

Product Knowledge

Language Skills

Sales Officer (Microfin), RBL (Ratnagar Bank Limited), Palakkad

MARCH 2018—JUNE 2019

- Developing and sustaining long-lasting relationships with customers.
- Screening, recruiting, and training sales employees.
- Calling potential customers to explain company products and encourage purchases.
- Developing in-depth knowledge of company products.
- Answering customers' questions and escalating complex issues to the relevant departments as needed.
- Maintaining an accurate record of all sales, scheduled customer appointments, and customer complaints.
- Collaborating with the marketing department to ensure that the company is reaching its target audience.
- Analyzing competitors' products to determine product features, benefits, shortfalls, and market success.

Sales Officer, Lazza Icecreams, Thrissur

DECEMBER 2016—NOVEMBER 2017

Sales Executive- Direct Marketing, Yamaha bike corner Cheerans Auto Agencies, Palakkad

JULY 2015—DECEMBER 2016

- Managing all activities in the office regarding sales and customer service.
- Dealing with complaining customers.
- Implementing sales targets to colleagues and also achieving the sales target for the branch.
- Conducting business development weekly meeting and reporting to the G.M.

Education

Bachelor of Commerce, Dr.B R Ambedkar University, Palakkad

JUNE 2014—JUNE 2017

Higher Secondary, Kerala State, Palakkad

JUNE 2009—JUNE 2011

Secondary, CBSE, Palakkad

JUNE 2008—JUNE 2009

Courses

Diploma In Tool and Die Engineering, Govt. Polytechnic College, Thrissur

JUNE 2011—JUNE 2014

References

Available upon request

Languages

English

Hindi

Tamil

Malayalam