



ASHIQ ESSA KM

CONTACT DETAILS

- Al Rigga, Deira, Dubai
- +971 58 611 3162
- ashqessakm@gmail.com
- +91 8606 651819

COMPUTER SKILLS

- MICROSOFT OFFICE
(Word, Excel, Power point)
- Tally

PERSONAL DETAILS

Gender:
Male

Date Of Birth:
5-11-1995

Nationality :
Indian

Marital Status :
Single

Passport No.
S0837967

Visa Status :
Visit Visa

Father's Name:
Moidheenkutty KM

Date of Issue :
25-06-2018

Date of Expiry :
24-06-2028

Visit Visa Expiry :
20-05-2022



CAREER OBJECTIVE

Looking forward to work with an organization that provides me with a platform to learn and explore my potential that will allow me to use and polish my skills to contribute effectively in a healthy manner & progressive environment.



WORK EXPERIENCE

> KRATOS ENTERPRISES (INDIA) PVT.LTD

2019 - 2022

SALES EXECUTIVE - 3 YEAR

- Managing the sales process for new prospects, from initial contact through to closure.
- Dealing with customer enquiries face to face, over the phone or via email.
- Contacting prospective customers and discussing their requirements.
- Achieving all revenue targets & objectives in line with the Area Business Plan.
- Working closely with the marketing team to produce any sales collateral required for the target market.
- Reporting business trends and area performance to the National Sales Manager.
- Developing & maintaining successful business relationships with all prospects.
- Identifying what customers want.
- Planning and organising the day to ensure all opportunities are maximised.
- Developing a full understanding of the business market-place.



KEY RESPONSIBILITIES

- Meeting with clients virtually or during sales visits
- Demonstrating and presenting products
- Establishing new business
- Maintaining accurate records
- Attending trade exhibitions, conferences and meetings
- Reviewing sales performance
- Negotiating contracts and packages
- Working towards monthly or annual targets.
- Strong communication skills – including both verbal and written



EDUCATION

> BCOM-CO-OPERATION

2015-2018

Calicut University

> NATIONAL INSTITUTE OF OPEN SCHOOL

2015

PLUS TWO

> KERALA BOARD OF PUBLIC EXAMINATION

2012

SSLC

LANGUAGE KNOWN

- English
- Malayalam
- Hindi

HOBBIES

- Photography
- Travelling
- Sports
- Music



SKILL SET

> TEAM WORK

- Group Presentations
- Team leader
- Individual Presentations

> INTERPERSONAL SKILLS

- Good Communication Skills
- Quick Learner
- Multitasking



DECLARATION

I hereby declare as the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of above mentioned particulars.

Place: Al Rigga,Dubai

ASHIQ ESSA KM