

# RIYAS KAKKATTUMMAL

SALES SUPERVISOR

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Unnikulam Poonoor  
Kozhikode , 673574 , India



## SKILLS

Sales operations

Market and competitive analysis

Reviewing records

Excellent plan comprehension

File/records maintenance

Reports generation and analysis

Computer Literate

Coordinating training

Multi-Task Management

Excel in [areas of expertise]

## LANGUAGES

## ABOUT ME

challenging position to express my work proficiency with most excellent practice where my extensive experience, education, graciousness, knowledge, skills and varied abilities will be used towards escalation of the organization.

Dedicated Sales Manager with experience in Day today products industry. Strategic problem-solver with proven ability to expand operations, increase profits, and acquire new customers. Results-driven leader persistently searching for new sales opportunities to increase sources of revenue.

Talented and motivated Advertising Sales Representative with expertise in B2B sales. Highly accomplished in designing persuasive sales presentations for potential clients to make positive decisions and discount their objections. Developed effective sales plans to achieve long-term accounts and loyal clients.

Successful Territory Sales Manager with proven track record and more than six years of sales experience. Implemented sales programs to surpass company's revenue goals. Bilingual Account Manager providing supervision of clients, resolving issues, and building effective relationships. History of superior ability to attract new clients and maximize opportunities to increase loyalty through repeat business. Seeking similar job position with organization.

## EDUCATION

**Bachelor Of Commerce (B.Com)**

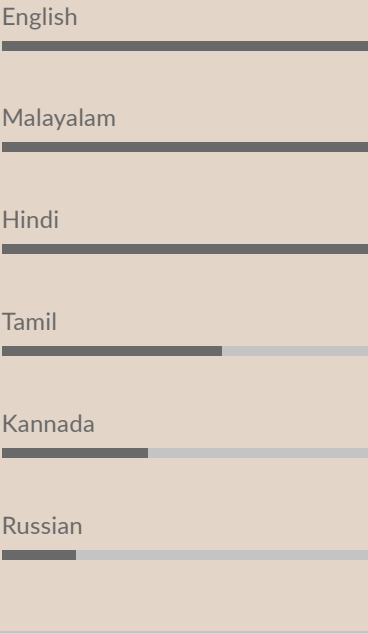
Calicut University / Kozhikode / 2007

## WORK EXPERIENCE

**Senior Sales Incharge**

MNR Associate / Dubai / Oct 2018 - Present

- Over 10 month , cold-called more than 100 potential customers and achieved 90 % conversion rate on leads.
- Produced high-quality advertising according to requirement in collaboration with graphic designers.
- Adopted a proactive customer service approach, communicating as soon as any issues arose to mitigate the problem and quickly resolve the situation.
- Increased sales by building customer relationships with elected officials and community leaders in more than 150 municipalities and 10 communities.
- Designed and implemented Resulted Marketing Strategies
- Responsible for the design creation, execution, and guidance to staff for 10 projects and managing completion of all sales.
- Using business-to-business sales techniques and trade show contacts, developed and acquired new business requisitions to increase company's bottom line.



DRIVING LICENSE

Driving license category

International Driving – Automatic Gear

PERSONAL DETAILS

Date of birth

28-03-1985

Nationality

Indian

Visa status

Approved

Marital status

Married

- Provided value-added services to existing clients and obtained and secured new client accounts with the result of increasing revenue for company.
- Cultivated successful customer relations by effectively resolving issues, increased annual sales by [Number]% and realized more than \$[Amount] for the company.
- Built relationships with prospects by asking appropriate open-ended questions to better understand their needs and desires.
- Identified and found solutions for complex strategy issues and provided support to sales management to promote business development.
- Frequently contacted account holders to ensure company provided satisfactory service with the focus on increasing revenue.
- Negotiated product prices and equalized freight rates thereby effecting savings on company expenditures.
- Developed and rolled out a series of customer service standards and guidelines in order to make processes more efficient.
- Developed new protocols and standards for customer services to enhance efficiency of company operations.
- Conducted market research and designed brand strategies to maintain customer base.
- Provided current territory sales and costing information in support of sales team.

Sales Exicutive

BinSagar Unilever Company / KSA / Jun 2014 - Aug 2018

- Continuously improved customer service, brand awareness and company's reputation by providing Product or Service
- At the request of Administration, attended trade shows for product development training.
- Assessed costs and market levels by consulting with vendors to set prices of goods to maximize profits.
- During [Timespan], provided company management updates for all renewals including at-risk renewals and forecast for future costs.
- Implemented a consultative and value-driven approach to exceed company sales goals by [Number]%.
- Collaborated with [Job title]s on [Timeframe] basis to devise techniques to persuade purchasers and overcome obstacles to close deals which benefited both purchaser and seller.
- Achieved sales amounting to more than assigned targets over short period of time to accomplish 100% of company's sales goal.
- Provided value and quality to customers with prompt resolution of complaints and, as a result, successfully retained clients and obtained referrals to increase our client base.
- Improved efficiency of operations, tracked weekly sales and produced reports for senior management to initiate plans for corrective action as deemed appropriate.
- Developed teaching processes and systems to provide training on a basis to approximately50 contractors, which proved to increase customer satisfaction.

Sales Executive

Unilever UK / Manchester / Jul 2012 - Jul 2013

- Continuously improved customer service, brand awareness and company's reputation by providing Product and Service
- At the request of Administration, attended trade shows for product development training.
- Assessed costs and market levels by consulting with s and vendors to set prices of goods to maximize profits.
- During [Timespan], provided company management updates for all renewals including at-risk renewals and forecast for future costs.

- Implemented a consultative and value-driven approach to exceed company sales goals by 100%.
- Provided value and quality to customers with prompt resolution of complaints and, as a result, successfully retained clients and obtained referrals to increase our client base.
- Planned and implemented strategic business development plans and activities in UK
- Made adjustments to sales procedures by tracking customer behavior, market trends, and current market share to realign company goals.
- Improved efficiency of operations, tracked weekly sales and produced reports for senior management to initiate plans for corrective action as deemed appropriate.
- Strengthened personal knowledge of company's products and services by participating in professional development activities and staying current on market trends and changes.

## **Sales man**

### **NADEC KSA / KSA / Apr 2008 - Apr 2012**

- Determined marketing needs of customers and created ads that promoted their goods and services.
- Provided company with greater profitability by analyzing sales performance and feedback from customers and implementing changes to operations.
- Resolved clients' complaints and answered their questions in-person and by phone.
- Provided assistance to customers with choosing the perfect product they were looking for.
- Increased overall sales and opportunities for expansion by promoting strong relationships with clients and recognizing their operational needs.
- Communicated with existing clients and prospective client to encourage discussions about their requirements and recommend solutions.
- Provided accurate price quotes and terms to achieve client goals and promote long-term client relationships.
- Closed deals by meeting with customers at their locations to answer questions and demonstrate products.

## **HOBBIES**

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Traveling