

# Fasal Kodiyil

Key Account Executive

## CONTACT INFORMATION

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**Date of birth:** Dec 14, 1991

**Nationality:** Indian

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## OBJECTIVE

Dynamic Key Account Manager with 7 years experience and a strong background playing a vital role in the development, management, growth and retention of key accounts for a wide range of organizations. Service-centric leader dedicated to fueling revenues, enhancing client experience and achieving top brand loyalty. Highly adept in performing within high-pressure and deadline-driven environments, driving full sales lifecycles with focus on territory expansion.

## EXPERIENCE

### Riyadh

*Feb 2016 - Aug 2021*

### Key Account Executive

Air arabia

Identifying new opportunities to maximise sales adopting different channels such as existing/new travel agencies, corporates and online portals in the assigned area.

Frequently field visiting to identify key contacts and decision makers in travel agencies, making appointments and conduct meetings to educate and influence them to promote Air Arabia product and services.

Maintaining rapport with key customers in the respective area with an accurate database. Conducting benchmark analysis to stay abreast with competitors position, market conditions and customer needs affecting market trends.

Preparing timely sales performance reports for the respective manager to agree on necessary action and ensure the required load factors.

Developing and Maintaining effective business relation ship with tourism companies, as well as individual agents and trade companies, to increase distribution, enhance business and grow sales.

Recognising the unique needs of the assigned area/territory versus Air Arabia products and services; evaluates flights and fares with sales manager and Revenue Management Team.

### Riyadh

*Aug 2014 - Jan 2016*

### Reservation Executive

Air Arabia

Provided high level of customer service to each person by engaging customer and using active listening and effective interpersonal skills.

Informed clients of essential travel information, such as travel times, transportation connections, medical and visa requirements to facilitate quality service.

Negotiated group rates with hotels to meet budget and client requirements.

Maximized revenue by turning simple inquiries into reservations.

Created daily floor sheets outlining reservations.

**Kannur, Kerala**  
*Jun 2013 - May 2014*

**Reservation Executive**  
Indo Arab Travels

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## EDUCATION

**Bangalore**  
*Jun 2009 - Mar 2012*

**BCA**  
Bangalore University

**Kannur, kerala**  
*Jun 2012 - May 2013*

**IATA**  
Patriot Aviation College

**Bang da lore**  
*Jan 2011 - Jan 2012*

**IIHT**  
Indian Institute of Hardware and Technology

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## LANGUAGES

**Enhlish**  
Advanced

**Arabic**  
Advanced

**Hindi**  
Native

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## SKILLS

**Quick learner**  
**Quality leadership**  
**Conflict resolution**

**Budget forecasting**  
**Global marketing strategies**  
**B2B business strategies**

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