



SAMJITH P

CUSTOMER CARE EXECUTIVE

I am seeking to work in sales and customer care to exhibit my skills contributing for the success of this organization.



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DUBAI, UNITED ARAB EMIRATES

SKILLS

Direct Marketing

Problem Sensitivity

Customer Relationship Management

Negotiation

Pitch Creation

Time management

LANGUAGES

MALAYALAM

Native or Bilingual Proficiency

ENGLISH

Professional Working Proficiency

HINDI

Professional Working Proficiency

TAMIL

Limited Working Proficiency

INTERESTS

READING BOOKS

TRAVELING

FOOTBALL

EDUCATION

FACULTY OF HUMANITIES - BA SOCIOLOGY UNIVERSITY OF CALICUT

04/2012 - 04/2015

KERALA,INDIA

WORK EXPERIENCE

SALES EXECUTIVE SHRI LAKSHMI STEEL SUPPLIERS

01/2021 - 07/2022

KOZHIKODE,INDIA

STEEL MANUFACTURING COMPANY, DEALER OF SAIL,RINL,JSPL,JINDAL PIPES.

Tasks

- Builds & maintains strong customer relationships by conducting daily field visits to facilitate collaboration and the achievement of desired business result and joint work..
- Approaches prospective customers, negotiate and close agreements in tenders for all company's products supplies..
- Seeks consistently new customers in order to help build the customer base and increase sales results..
- Handling Wayanad and Kozhikode districts and Achieve best employee of the month - February2021..
- Every month achieve 200MT - 300MT Business..

CUSTOMER CARE EXECUTIVE FUTURE MARKETING

06/2017 - 12/2020

KOZHIKODE , INDIA

Future marketing is a firm undertaking casio product such as gshock,sheen,youth series,calculators and clocks ,

Tasks

- To conduct needs analysis in order to explain features / benefits to do comparative selling, service recommendations and demonstrate products.
- To ensure product and service knowledge (including policies and processes) are up to date and understood.
- Develop and maintain relationships with industry/professional individuals and organizations.

CERTIFICATES

WAREHOUSE SUPERVISOR (QP NO ; LSC/Q2307)

Supervising warehouse staff and daily activities,

PROFESSIONAL DIPLOMA IN SHIPPING AND LOGISTICS

Import and Export logistics operations

PETROLEUM LOGISTICS

Offshore Logistics System to Support Exploration and Production. Cargo Operations in oil Tanker ships.

PERSONAL PROJECTS

LOGISTICS MANAGEMENT SERVICE (11/2019 - 12/2019)

- One month internship project under ISB(International Shipping Bureau)