


SHAAN MATHEW ABRAHAM


B2B Executive - Corporates & Institutions.



 Abu Hail, Dubai
United Arab of Emirates

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SOCIAL MEDIA

 Shaan Mathew Abraham  shaanmathew77  shaanmthw  Indian

EDUCATION

06.2010 - 06.2012 *Gulf Indian High School, Dubai*
07.2012 - 06.2016 *Karunya University, Tamilnadu, India*
Mechanical Engineer
Graduated with 6.5 CGPA

EXPERIENCE

07.2020 - present *More Ideas General Trading (BYJU's E-LEARNING)*
B2B Executive (Corporate & Institute)

- Overseeing the development of marketing literature.
- Planning and overseeing new marketing initiatives.
- Following up new business opportunities and setting up meetings.
- Attending conferences, meetings, and industry events.
- Developing goals for the development team and business growth and ensuring they are met.
- Training personnel and helping team members develop their skills.

03.2019 - 06.2020 *Diligent Media Agency*
Sales & Marketing Coordinator

- Creating and implementing the marketing strategy for the entire campaign.
- Setting out the entire budget, drop schedule, and media plan.
- Coordinating design and production of all marketing collateral, including newspaper/magazine print, outdoor advertising, and radio campaigns.
- Managing and coordinating with vendors, media, PR agencies, designers, printers, web developers, and content editors.
- Conducting marketing research: extensively studied the competition, their products, market share, and marketing communication.
- Tracking and analyzing results of leads and revenue from inquiries and direct marketing.
- Accountable for all client proposals, contracts, and any further documentation.

- Visiting potential clients to evaluate needs or promote products and services.
- Gathering data, visualize it, and analyze it in an effective manner, including putting the data analysis into presentations.
- Analyze all preliminary research data to determine the marketing influence on the company.
- Answering client questions about credit terms, products, prices and availability.
- Assign, update, print and sort online invoices.
- Providing excellent customer service, answering questions, and handling complaints from clients.
- Reviewing orders before and after delivery to ensure that orders are complete.

SOFTWARE SKILLS

Microsoft Outlook	<div></div>
Microsoft Excel	<div></div>
Adobe Photoshop	<div></div>
SolidWorks	<div></div>
Autodesk AutoCAD	<div></div>

LANGUAGES

English	<div></div>
Malayalam	<div></div>
Tamil	<div></div>
Hindi	<div></div>

CERTIFICATIONS & LICENSES

- Digital Marketing by Sorav Jain (Facebook / Instagram)
- Diploma in Digital Marketing (Live Marketing Academy)
- SolidWorks - Certified Managers by MaxCadd.
- Patents and Trademark Certification.

SKILLS

- ✓ Working closely with the sales team to create quotes & proposals.
- ✓ Demonstrating and presenting products.
- ✓ Assisting the marketing team to plan new initiatives related to the sales strategy
- ✓ Attending trade exhibitions, conferences, and meetings.

HOBBY

				
Digital Marketing & Content Creation	Stock Trading (NSE/BSE)	Reading Business Financials	Mentoring & Learning	Traveling & Trekking