



## DILEEP CHANDRAN NAIR

SALES AND MARKETING PROFESSIONAL

### CONTACT US

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### ABOUT ME

I am confident in my skills which can be blended with my knowledge and enthusiastic approach towards customer satisfaction and in my professional attitude. Creative marketing skill, communication, presentation skill, customer rapport building abilities, digital marketing techniques and maintaining customer relationship qualities would bring us new businesses and good relationship networks. I love to interact with new people from different nations, languages, cultures and maintaining the relationship for the long run.

### CAREER OBJECTIVE

Looking forward to obtain a responsible position to acquire new knowledge and skills in sales and marketing management. Where my enthusiastic styles, customer handling skills, knowledge, experience, business driven communication skills and professional attitude can be contributed towards both individual and organizational improvement.

### PERSONAL DETAILS

Date of Birth - 20/01/1986

Nationality - Indian

Marital Status - Single

Passport No - M0410734

Visa Status - Visit Visa

Languages - English, Hindi, Malayalam,  
Tamil & Kannada

## PROFESSIONAL EXPERIENCE

### NEXA, Maruthi Suzuki

Relationship Manager  
Feb 2019 – Dec 2021

#### Duties and Responsibilities

- Stabilize average productivity more than 30% of target.
- Achievement in all Learning program conducted by NEXA Maruthi Suzuki, Won Mr. NEXA award in 2019.
- State winner in all training programs and demo presentation.
- Forecast sales for upcoming months and quarters and compile the necessary reports for the dealership.
- Develop and manage CRM platform to retain customers and seek out new prospective sales.
- Contact clients with interest in procuring automobiles to offer them sales deals.
- Identify current product pricings, competing products and new techniques of merchandising.
- Develop and implement strategies to enhance sales efficiency and increase generated revenue.
- Do promotional events.

### ADBIT Solutions Pvt Ltd

Sales and Marketing Manager  
March 2016 –Feb 2019

#### Duties and Responsibilities

- Integral part of team in fully setting up a start up SME (ADBIT), stabilizing the operations and sales and generating revenue in the first year.
- Converted 90% of the target prospects to company accounts within target period and successfully retaining them.
- Drive end-to-end pursuit cycle for large sized outsourcing opportunities with strategic clients or prospects.
- Competition analysis to define strategies that can help enable favorable outcomes.
- Review sales plan, pursuit plan/business pipeline with leadership to ensure target achievement.
- Preparing presentations and outline marketing strategies for event show case.
- Communicate with key accounts new business plan, updates and other products for up selling.
- Create pricing and proposals and successfully convert to orders using strategic negotiation and interpersonal skills.

### Schneider Electric

Sales And Service Coordinator  
Nov 2014 - Feb 2016

#### Duties and Responsibilities

- Consistently achieved 90-95% of quarterly targets with about 100% collection on outstanding. Ensure set sales targets are achieved in due time.
- Proactively generate leads and work with the team build business relationships with prospective clients.
- Communicating with key accounts and proposing solutions that meet their objectives.
- Contact prospect accounts with new services to increase sales in order to reach the expected sales target.
- Monitor of all annual contracts with updated documents (Pan India).
- Analyze overall performance of sales team in terms of achievements over the target.
- Assist in creation of the yearly goals and budget of the organization.
- Ensure up selling and cross selling opportunities and record customer feedbacks.

### Jupiter Electronics

Sales and Service Coordinator  
Jan 2011 - Oct 2014

#### Duties and Responsibilities

- Manage shipping & distribution, implementing in-store promotions, implementing category management and securing effective shelf and in-store presence for key accounts.
- Ensuring the timely collection of store receivables and arrange distribution with correct shipping documents.
- Manage and resolve issues, conflicts and concerns with clients.
- Manage sales performance and the conceptualization and execution of marketing based activities for the assigned account/ category, shop front and promoter management.
- Develop a trusted advisor relationship with clients, key accounts and customer stakeholders.

### Spicejet Limited

Customer Service Representative  
Feb 2008 - Oct 2010

- Perform at all ground handling departments.
- Best performer award winner.
- AOCC designated employee.

## EDUCATIONAL QUALIFICATION

### Bangalore

India  
2007 - 2008

### Frankfinn Institute of Aviation

Diploma, Aviation & Travel Management

### Kerala

India  
2003 - 2006

### University of Calicut

Bachelor of Commerce - BCom, Cooperation / Commerce