



NIMAL KC

📞 +971 55 121 3385

✉ nimalkarayil@gmail.com

📍 Dubai; UAE

PROFILE

- An effective communicator possessing excellent presentation & soft skills with honed marketing management. Logical and problem-solving abilities.
- Lead strategic planning and mission building initiatives for sales and marketing department.
- Recognized for successfully meet targets. Proficiently formulating and implementing budgets. Building high-performing teams and nurturing fruitful relationships with customers.
- Being well used to meeting tight deadlines. I am quick to appraise new situations and learn new assignments.

AREA OF EXPERTISE

- Market planning and positioning
- Sales Team building
- Negotiation
- Budget Control
- Maintain good relationship with Client

EDUCATION

Diploma in Computer Application,
B. Soft Institute- Cochin; India (2006-2007)

SKILLS

Well experienced in Microsoft Software's such as Word, Excel, Access and Power Point

LANGUAGES KNOWN

English, Hindi, Tamil, Malayalam

PERSONAL DETAILS

Nationality : Indian
Date of Birth : 15/01/1986
Visa Status : Employment Visa

CAREER HISTORY

❖ SALES OFFICER – FIRST ABU DHABI BANK

DUBAI, UAE

(MARCH 2020- JUNE 2020)

- Prospecting and generating customers for Credit Cards and Personal Loans.
- Maintains relationships with clients by providing support, information and guidance researching and recommending new opportunities
- Convey brand information to customers and respond to questions/inquiries that arise
- Prioritize and schedule proactive calls to organization's accounts
- Update and manage contact database with accurate profiles, notes, and relevant information

❖ SALES OFFICER - MAJID AL FUTTAIM FINANCE - NAJM

DUBAI, UAE

(JUN 2019 – JANUARY 2020)

- Engage and educate customers on product usage and increase credit card customers
- Convey brand information to customers and respond to questions /inquiries that arise
- Responsible for daily/monthly sales targets
- Prioritize and schedule proactive calls to organization's accounts
- Update and manage contact database with accurate profiles, notes, and relevant information
- Match sales opportunities that cover other products involving various sales representatives and Investigate and address competitors' activities.

❖ SALES EXECUTIVE - MAHINDRA ERAM MOTORS PVT LTD.

THRISSUR, KERALA

(OCTOBER 2017 to DECEMBER 2018)

- Understands automobiles by studying characteristics, capabilities, and features;
- Comparing and contrasting competitive models; inspecting automobiles.
- responding to inquiries; recommending sales campaigns and promotions.
- Qualifies buyers by understanding buyer's requirements and interests.
- Closes sales by overcoming objections; asking for sales; negotiating price;
- Closing a sales or purchase, services, and financing; collects payment; delivers automobile and Provides sales management information by completing reports.

❖ CORPERATE SALES EXCUTIVE DU TELECOM. DERBY

MARKETING -DUBAI, UAE

(AUGUST 2015 to AUGUST 2017)

- Services existing accounts. Obtains orders. And establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.

- Keeps management informed by submitting activity and results reports. such as daily call reports. Weekly work plans. And monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques. etc.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.

❖ **RELATIONSHIP OFFICER DUNIA FINANCE**

DUBAI. UAE

(FEBRUARY 2013-MARCH 2015)

- Responsible for achieving organizations target with minimum full achievement in both numbers as well as in Revenue.
- Sourcing application and business for unsecured loans such as credit card. Personal loan.
- Fixing appointment and follow the CRM until the closure.
- Negotiating over interest rate and closing the call with maximum profit to Organization.
- Perform administrative tasks. such as maintaining records and handling policy renewals.

❖ **ADMIN OFFICER DYU DEVELOPERS PVT LTD**

COCHIN, INDIA

(FEBRUARY 2008 to May 2009)

- Handling customers and Answer high volume of calls and maintain a rapid response rate according to agreed standards.
- Type and word-process various documents and electronic information.
- Maintain and update continuously. by local knowledge and by local means, a log of the availability of staff likely to receive inbound calls.
- Order and maintain relevant office supplies for effectiveness of personal duties
- Establish and maintain effective working relationships with co-workers. supervisors and the general public.
- Arrange and participate in meetings. conferences. and project team activities.
- Maintenance of employee database.
- Maintaining /Updating Leave Records.
- Arranging & conducting Interviews/Initial screening the candidates/ helping in recruitment processes