



CAREER OBJECTIVE

To secure a position in your firm, this could provide me a challenging and competitive environment and enable me to utilize my problem solving skills toward the growth of the organization

EDUCATION

2020	PGDM-Marketing	Siva Sivani Institute of Management
2017	BBA	Calicut University
2014	HSC	Kerala State Board
2012	SSLC	Kerala State Board

PROFESSIONAL EXPERIENCE

KENT RO SYSTEMS LIMITED

Management Trainee

27th Jan 2020 to Till Date

- Achieve the project sales target allocated for the given year.
- Develop relationship within the local market with architects, developers, consultants, contractors and clients.
- Manage the entire project sales life cycle i.e. initiation, planning, execution, and closure.
- Cold call and gather market and customer information.
- Conduct market research, maintain up-to-date knowledge of market conditions and develop and pursue business leads and opportunities based on a systematic methodology to achieve set project sales and agreed revenue targets.
- Liaise with architects, consultants, contractors and the internal project management team in order to attain project specifications on behalf of the principles.
- Create detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer.
- Make accurate, rapid cost calculations and providing customers with quotations.
- Serve as the thought leader for sales in the allocated accounts regarding product requirements, selling trends, competitive landscape, marketing programs and communications.
- Processes and maintain all relevant information about Customers, Prospects, Campaigns, and Leads.

EXTRA CURRICULAR ACTIVITIES AND ACHIEVEMENTS

- Participated in revenue district level competition and achieved A Grade in Bharathanatyam

INTEREST AND HOBBIES

- Travelling
- Marketing
- Supply Chain Management
- Dance

LANGUAGES KNOWN: ENGLISH, MALAYALAM, TAMIL**CONTACT DETAILS****PERMANENT ADDRESS:** Valiyapurackal House, Kunnamkulam P.O Thekkepuram, Thrissur, and Kerala Pin: 680503