

## SHEMIL K S

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Kerala; Palakkad



### SUMMARY

- Overall 7+year Experience in the field of **channel sales and marketing** in the Kingdom of Saudi Arabia and India with strong market knowledge and innovative professional ideas in business development, planning, and execution of business development strategies and building sales relationship with dealers, customers, manager, and industry leaders.
- Desired to join a fast-growing firm that offers a constrictive workplace to develop skills, strategies promote new products and interact with new clients in the market to develop sustained business for the organization.

### CORE COMPETENCIES

- Competition Analysis – Ability to analyze and compare firms products with competitors.
- Good communication with management skills.
- Effective leader and motivator.
- Self-assured and confident.

### PROFESSIONAL EXPERIENCE (2016 - 2019)

#### STERLING SITES

*(Reputed building materials trading and construction company in the middle east region with its headquarters in Muscat, Oman, since its inception in 2005)*

**Kingdom of Saudi Arabia**

#### Sales Executive

- Identify business opportunities prospects by evaluating their position in the industry.
- Identify new clients from the market and ensure to retain existing clients.
- Coordinate all aspects of the sales process from initial inquiry.
- Coordinate with logistic team to ensure delivery of the materials on time.
- Provide regular market information of competitors and market feedback to management.
- Maintain working knowledge of all products like new materials and upcoming materials.
- Ensure to collect and follow-up with customers.
- Present and sell all materials to existing clients and new clients through sales visits.
- Keep management informing by submitting the daily weekly report and plans to the manager.
- Focus sales effort by studying existing and potential volume of dealers.
- Resolve customers complaints by the investigating problem, developing solution making recommendations to customers.
- Complete all sales and marketing activity in a designated area.
- Sells products by establishing contact and developing relationships with prospects recommending solutions.
- Monitoring product quality and price with various suppliers.
- Support delivery activities (data validation, report generation, client communication, etc.)
- Ensure all communication with customers is in accordance with our standards and correct in content and format.
- Represent the company in a professional manner at all times.

## PROFESSIONAL EXPERIENCE (2015 - 2016)

### Eurotech Bath and kitchen ltd

*(One of the leading and ISO certified manufacturers, suppliers, and exporters of pipe bathroom and kitchen fitting operation activities in India)*

**Kerala India**

### Showroom Sales Manager

- Business development of our showroom.
- Manage and motivate the team to increase sales target and efficiency.
- Provide employee welfare and safety measures.
- Make sure to provide a safe and clean environment for customers and employees.
- Responding customers and employs complaints and comments.
- Develop overall performance of showroom in terms of sales and operations etc.

## PROFESSIONAL EXPERIENCE (2011-2014)

### Dalmia cement

### Warehouse In-Charge

- Control and manage inventory.
- Supervise warehouse employee and oversee daily operations.
- Enforce all company rules and regulations.
- Communicate with drivers to ensure effective delivery of materials at the proper time.
- Manage customer service promptly and resolve issues quick manner.

## TECHNICAL SUMMARY

- Hardware and Network engineering
- MS-Office,

## EDUCATIONAL BACKGROUND

- Completed Master of Business Administration (MBA) marketing management from BHARATHIAR UNIVERSITY IN 2014
- Completed Bachelor of Business Administration from AJK college of arts and science; Tamilnadu India in 2011 with 79%.
- Completed X and XII Kerala State Board in 2008.

## ADDITIONAL CERTIFICATES

- CNNA Cisco certified network associate
- MCSE Microsoft certified system engineer

## PERSONAL DETAILS:

Date of Birth : 16<sup>th</sup> Jan 1990  
Gender : Male  
Marital Status : Single  
Passport No. : K1303719  
Languages Known : English, Hindi, Malayalam, Tamil, Arabic  
Hobbies : Traveling, Music.  
Driving license : KSA, INDIA

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