Mr. Kiran Aravindakshan

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Career Objective

A challenging position in an upcoming and reputed organization, which will cater to the active utilization of my acquired skills, abilities and knowledge, thereby working towards betterment of the organization and my growth as an individual.

Strength & Competencies

* Team leadership, coaching and mentoring.
* Highly motivated towards achieving team goals.
* Proactive, flexible and result oriented.
* Strong interpersonal skills, ability to work well with individual at all levels.
* Ability to handle pressure in fast-paced environment.
* Self motivated, successful in promoting effective working relationship.
* Territory growth management. **Pro Professional Experience**

**Pr Professional Experience**

**Professional Experience:**

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| **From Oct 1998 to Dec 2006** | 8.3 Year’s |
| **Organization** | **National Food Products Co LLC**  [Leading FMCG Distribution Company in the **UAE** with most of the Int’l brands  (Oasis, Lacnor, Milco and Plastics)] |
| **Designation** | **Assistant Sales Manager** |

**Job Profile:**

* Handling Key accounts + B class S/M (Dubai), respectively with maximum productivity
* Creating an excellent customer supplier relationship based on trust and service.
* Providing good services to the existing customers as well as opening new account
* Preparing daily sales report and following route plans.
* Well verse with all the areas and customer backgrounds.
* Follow up with the merchandiser and the deliveries of the goods from the W/H to the customer.
* Checking stocks in the shelves with the expiry/short expiry and maintaining back stock.
* Planning of promotional activities and sales budget with the superiors.

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| **From Jan-2007 to Feb 2010** | 3.2 years |
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| Organization | **Masafi Mineral Water Co LLC**  [Leading FMCG Company in the **UAE**] |
| Designation | **Asst. Manager - Sales** |

**Job Profile:**

* Developing, implementing and monitoring the sales of all range of products in our company.
* To monitor the sales of each product and push the sale of slow moving products.
* Guiding and motivating team member to achieve the assigned sales and collection target.
* Planning and formulating new sales strategies for capturing the market.
* Ensuring full coverage of the market with proper visibility of the products.
* Making route plan for the sales team.
* Follow up with the sales team on their daily sales and collection target and report.
* Keep eyes open for competitor activities & take immediate action according to the company policy
* Provide quality service as to spread word of mouth.
* Punctual and reliable in work attendance
* Self motivated and ability to work on own initiatives, as well as flexible to work as a team

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| **From May-2010 to April - 2014** | 4 Years |
| **Organization** | **Popular Vehicles and Services ltd**  (No:1 Maruti Suzuki Car Dealer in India) |
| **Designation** | **Manager - Sales** |

**Job Profile:**

* Planning monthly, quarterly and yearly sales budget
* Achieving sales volume in respective territory
* Planning and formulating new sales strategies in week markets
* Motivate the whole team and winning the goals
* Take an initial steps to increase the market share
* Implement the sales planning and get the result
* Ensure to achieving better sales volume compared to last financial year

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| **From April -2014 to Dec. 2017** | 3.5 Years |
| **Organization** | **MCP HYUNDAI,** |
| **Designation** | **Senior Manager - Sales** |

**Job Profile:**

* Keep eyes open for competitor activities & take immediate action according to the company policy
* Increasing the sales revenue on month wise
* Preparing the budget proposal
* Planning and implement new Marketing strategy on month wise
* Monitor Customer Care duties and responsibilities
* Regional Administration responsibility
* Regional Account’s responsibility
* Motivate all department to winning goals

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| **From Dec. 2017 to Feb 2019** | 1.3 year |
| **Organization** | **Phoenix Volkswagen, Malappuram** |
| **Designation** | **AGM - Sales** |

**Job Profile:**

* Planning monthly, quarterly and yearly sales budget
* Achieving sales volume in respective territory
* Planning and formulating new sales strategies in week markets
* Motivate the whole team and winning the goals
* Take an initial steps to increase the market share
* Implement the sales planning and get the result
* Ensure to achieving better sales volume compared to last financial year

**Details**

**Academic Details:**

Education Qualification : Pre Degree, Electronics Diploma

Other Qualification : Computers (MS Word, MS Excel).

* Successfully completed training in computer teaching organized by Dept. of Education, Govt.of Sharjah.
* Successfully completed sales training program by” Solaman Management Consultancy Bangalore” at Dubai.

**Personal Details**

**Personal details**

Date of birth : 09th February 1974.

Nationality : Indian.

Passport Number : E-5364864 valid up to August 2013

Gender : Male.

Marital Status : Married.

Languages Known : English, Hindi, Malayalam and Arabic.

Driving License : Indian & Valid UAE

**Declaration**

**Personal details**

I hereby declare that the information furnished above is true to the best of my Knowledge.

Date: 10.06.2019

Place: Kunnamkulam

9048465876

Kiran08.aa@gmail.com

**Kiran Aravindkshan**