

RENJITH RS

PROFILE

Highly motivated and results-oriented professional with over 2.5 years of experience in sales and business development. Proven ability to build strong relationships, identify new business opportunities, and achieve ambitious goals. Skilled in communication, negotiation, and problem-solving. Eager to leverage experience and skills to contribute to a dynamic and growing organization.

WORK EXPERIENCE

Premium Accounts Executive

10/23 - 04/24

Phonepe Private Limited

- Developing/ understanding of Key Accounts of different industry verticals (F&B, Hospitality, FMCG, Healthcare & Lifestyle)
- Responsible for adding new key accounts to PhonePe network, also to nurture and grow them.
- Responsible for merchant acquisition, POS machine, Account management, Competition mapping.

Business Relationship Executive

01/23 - 09/23

SBI Cards & Payment Services Ltd, Kerala, India

- Successfully collaborated with team to streamline operational processes and ensure efficient project completion. Developed and
- implemented effective operational strategies to optimize efficiency and achieve organizational goals. Demonstrated expertise in
- operational management, ensuring efficient delivery of services & maximizing customer satisfaction. Canvassed potential clients,
- providing information about cards that suits their lifestyle and spending to boost sales of credit cards and services.

Business Development Executive

02/21 - 11/22

Reliance MilkBasket, Kerala, India

- Managed 3 agencies with over 25 promoters in Trivandrum District.
- Developed and implemented strategies to expand Reliance MilkBasket's customer base and market share.



CONTACT

+971 581968454

renjithrenjuzzzo@gmail.com

Bur Dubai, UAE

KEY SKILLS

- Sales & Business Development
- Client Relationship Management Communication
- & Negotiation Teamwork &
- Collaboration Microsoft Office
- Suite

PERSONAL

Gender : Male

Date of Birth : 12/11/1999

Nationality : Indian

Languages : Hindi, English,
Malayalam & Tamil

- Analyzed market trends and competitor activity to identify new business opportunities.
- Prepared reports and presentations to track performance and identify areas for improvement.
- Increased brand awareness and generated significant sales growth within the assigned territory.

EDUCATION

B. Voc Degree

Skyline College (TISS)

DECLARATION

I hereby declare that all the information furnished above are true to the best of my knowledge and belief.

RENJITH RS