

CURRICULUM VITAE

BEENA MARYKUTTY

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Professional Summary

Results-driven sales professional with over 6 years of experience in consumer electronics & Apparels

Professional Experience

Product Demonstrator

DYSON(Electronics Home appliances)

Lulu Mall Kochi, India

October 2023-September 2024

Engaged customers with interactive product demonstrations, leading to increased sales conversions.

Assisted customers in selecting the right dyson products, (vacuum cleaners, Hair care tools, Airpurifiers, wearables).

Created and maintained visually appealing merchandise displays to enhance brand visibility.

Developed strong customer relationships, ensuring repeat business and brand loyalty.

Consistently exceeded sales targets and contributed to overall store performance.

Provided in-depth product knowledge and recommendations to drive customer satisfaction.

TATA TRENT LTD, India

Sales officer(Apparels)

November 2018-August 2022

Drive sales to meet daily, weekly and monthly targets, promote new arrivals and seasonal collections to maximize sales.

Greet customers, understand their needs and help them to find suitable products.

Provide product knowledge and styling advice to enhance customer experience.

Sales target achievement, customer service, visual merchandising, inventory management, Billing and cash handling.

Team collaboration, product feedback and reporting, Training and Development.

Key Skills

Sales & Product Promotion

Customer Relationship Management

Market & Competitor Analysis

Product Demonstration & Presentation

Sales Target Achievement

Communication & Negotiation

Merchandising & Visual Display

Microsoft Office (Word, Excel, PowerPoint)

Education

Bachelor of Physics 2014-2017
Mahatma gandhi University, Kerala, India

Certifications & Training

Sales & Customer Service Training (TATA Apparels)
Product knowledge training (DYSON)

Languages

English (Fluent)
Hindi (intermediate)
Tamil (Fluent)
malayalam (Fluent)

Personal Information

Date of Birth: December 8, 1996
Marital Status: Unmarried
Nationality: Indian