Nidhin Sreedharan ⭐ Featured

seeking roles in Software Development,Software Design,IT Project
Management,Requirement Analysis,Apex,Data Loader,HTML,Salesforce,C,C++

Current Designation: **Sales manager**

Current Company: **Thiruvathira Traders**

Current Location: **Kannur**

Pref. Location: **Bengaluru / Bangalore,Mumbai,Ernakulam**

Functional Area: **IT Software - Application Programming / Maintenance**

Role: **Software Developer**

Industry: **IT-Software/Software Services**

Key Skills: Software Developer,Software Development,Software Design,IT Project Management,Requirement Analysis,Apex,Data Loader,HTML,Salesforce,C,C++

Verified :   Phone Number | Email - id

Total Experience: **1 Year(s) 0 Month(s)**

Notice Period: **15 Days or less**

Highest Degree: **MBA/PGDM [Retail Management]**

Last Active: 22-Jan-21   Last Modified: 22-Jan-21

Summary

PD1 and ADM 201 certified Salesforce Developer
A competent, confident and creative individual with excellent communication and interpersonal skills. With over 8 years of Sales Management experience in the Retail Sector

Work Experience

Thiruvathira Traders as Sales manager
Nov 2011 to Till Date

This is an FMCG distribution firm, deals with marketing and selling consumer goods. Having exposure to Retail Operations of Dairy products and food products too. The following were my responsibilities.
Strategic Planning: Developing strategic planning and budgeting to control expenses; Business Development and meeting the sales targets of FMCG products
Increase Sales: Identifying new methods and opportunities for B2B sales. Deals with retail sales too.
Cost Benefit Analysis: Performing cost-benefit analysis regarding operational cost in order to reduce the cost
Record Keeping: Maintaining accurate records of all pricing, sales, and activity reports submitted by Account Executives

SUTHERLAND GLOBAL SERVICES UK LTD as Symantec Technical Consultant
Mar 2011 to Nov 2011

Got trained by Symantec, responsible for selling Symantec software products as well as providing technical support for Norton Antivirus. Main responsibilities include:
Product Sales: Selling Symantec software products by identifying potential customers
Technical Support: Solving product issues through Remote Assistance

Education

UG: **B.B.A/ B.M.S (Marketing)** from **Dr. C. V. raman University** in **2010**

PG: **MBA/PGDM (Retail Management)** from **ICFAI University** in **2019**

Other Qualifications/Certifications/Programs:

Diploma in Computer Applications

IT Skills

Skill Name	Version	Last Used	Experience
Apex ,Salesforce.com,SOQL			
VISUALFORCE			
Apex Data LOADER			
SQL , HTML			

Affirmative Action

Physically Challenged: No