**SMITHA PILLAI**

**Ph: 9745657811**

**7560844910**

E-mail: mailsmithapillai@yahoo.co.in

Confident, creative, hardworking marketing professional with 12 years of

experience in direct selling, Banking and Insurance Industry. Proactive

manager, team builder and committed to organizational objectives in a highly

competitive and rapid changing marketplace. Ability to maintain strong and

lasting business relationships.

**Objective**

To obtain a challenging position with a market leader that utilizes my

experience in sales and training and offers a career growth potential to grow

along with the organization so as to achieve mutually agreed and set objectives

**Professional strengths include**

* Proven ability to increase sales and market share
* Relationship building
* Excellent presentation and customer management skills
* Skilled in resolving customer and project issues
* Experience in direct and channel sales
* Team player

**EDUCATIONAL QUALIFICATION**

* B.A.Tourism and Travel Management (1998-2000) St.Thomas

College, Ranny M.G.University, Kerala

* Plus Two - Sabarigiri Residential School, Anchal, Kerala (1995-1997)CBSE

Board

* 10th- St.Thomas Central School, Trivandrum, Kerala (1993-1995)

**Computer skills include**

MS office, Outlook Express and Internet.

**PROFESSIONAL EXPERIENCE**

Nov 2011-Jan2013

**Sales Associate**(Retail) with **Victoria’s Secret an M.H.Alshaya Company**,Mall Of the Emirates,Dubai

**Job Responsibilities**

* To maximise store contribution by proactively driving sales,reduce stock loss and manage controllable costs.
* To motivate and develop team members and ensure store complies with all company regulations and procedures.
* Assist every customer who enters the store by doing the right break away statement, find their needs and suggest the right product.
* Replenishment of stocks and merchandising as per visual merchandising guidelines.
* Taking deliveries of stocks,Pricing the products
* Handling the til

Nov 2006-May 2008

**Agency Manager** with **ICICI Prudential-PRIORITY** **CIRCLE**, Cochin, Kerala

**Job responsibilities**

* Recruitment of Financial advisors.
* Training and Managing a team of 23 Financial Service Consultants and selling all financial products like Life Insurance, General insurance, Mutual Funds, Fixed deposits,RBI bonds etc through them.

Sept 2003 to Oct 2006

**Zone Manager with Avon Beauty Products India Pvt.Ltd,**Kerala,India

**Job responsibilities**

* Managing a team of 32 Independent Sales Managers and 252
* Advisors directly under the sales Managers through the length and breadth of Kerala.
* Conducting training and seminars on beauty care products
* Recruiting members ,retention of existing members ,achieving sales targets.

March 2001 to August 2003

**Executive-Business development** with **IDBI Bank** **Ltd**., Cochin, Kerala

**Job responsibilities**

Sourcing high value savings account, Investments Into Mutual funds, Insurance and

Fixed deposits.

**PERSONAL DETAILS**

**Date of Birth** : 29-12-1978

**Sex** : Female

**Marital Status** : Married

**Nationality** : Indian

**Hobbies** : Painting, reading and music

**Languages known** : English, Hindi, Malayalam and Bengali

I hereby declare that the information provided above is true to the best of my

Knowledge and belief.

Place:Cochin

Date: 9/02/2016 (**SMITHA PILLAI**)