#### C:\Users\dell\Desktop\Abin pic.jpgABINSANTH AUGUSTINE

**Sr. Key Account Executive**

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| Email:abinaustine3@gmail.com  Mobile:971561149656 Permanent Address:,Maruthukkunnel(h)KoodaranhiKozhikodeKeralaIndiaPin: 673604Personal Data: DateOfBirth : 22-03-1986  Sex : Male  Nationality : Indian.  Marital Status : Married  **Passport details**  Number :L 7058758  Place of issue :kozhikode  Date of expiry :04-02-2024 Languages Known: English,Hindi,  Malayalam,Tamil  **DrivingLicense**  UAE  NO:1719206  **Hobbies:**  Cricket,  listening music,reading | OBJECTIVE  Results driven Senior Key Account Executive, with exceptional relationship building skills and significant sales experience. A fluent, multi-lingual communicator with strong interpersonal skills and a team player. I interact positively with a wide range of people; I establish relationships based on respect and generate the spirit of enthusiasm in personnel  EDUCATION   * Bachelor of Arts (Economics) from Calicut University, Kerala * Diploma in Hotel Management and Catering Techonology * Plus Two Passed out from St. Sebastianhighersecondry school koodaranhi * 10th passed out from St.Sebastian highersecondry school koodaranhi   KEY SKILLS   * UAE Driving License holder * Experience in Iternational & Local Sourcing of Food Products. * Willing to go out of my way to make guests comfortable. * Learn quickly, and able to work under pressure. * Provide excellent service and develop rapport with customers. * Results-oriented, self-starter with experience * Strongly developed management, supervisory and training skills. * Proven commitment to team building, demonstrated by the ability to lead and motivate staff to perform at top efficiency levels. * Excellent analytical and communication skills. * Reputation for being motivated, dedicated and dependable in all areas of employment. |

**Career History**

1. **Al Layan Food Trading and Distribution.**

**Presently working as a Sr. key account executive since March 2018 till date**

* Plan and implement effective sales strategies for food and beverage products to achieve sales targets for specific key accounts
* Build and maintain effective business relationships with key account - Wellcome
* Develop and implement customer business plans and reviews, category reviews and promotion evaluations
* Resolve issues and handle complaints quickly and effectively
* Manage and monitor sales forecasts
* Negotiate contracts and close agreements
* Conduct tracking of competitor activities to improve market intelligence with corresponding proactive actions
* Get feedback and suggest ways to increase customer engagement

1. **Akili International General Trading**

**Worked as a Business Development Executive in Frozen foods and Dairy section and international proccurment since July 2014 to February 2018.**

* Identifying new sales leads
* Pitching products and/or services
* Maintaining fruitful relationships with existing customers
* Researching the needs of other companies and learning who makes decisions about purchasing
* Contacting potential clients via email or phone to establish rapport and set up meetings
* Planning and overseeing new marketing initiatives
* Attending conferences, meetings, and industry events
* Create and maintain good relationships with vendors/suppliers
* Negotiate the best deal for pricing and supply contracts.
* Ensure that the products and supplies are high quality.

### CLEANGLOBE INDUSTRIES FOR CHEMICAL MANUFACTURING

**Sales executive**

**Worked as a sales executive in Clean Globe Industries Ajman, Since march 2013 –June 2014**

**Duties:**

Working closely with the sales management team and marketing staff to initiate marketing strategies that support the sales objectives of the company. Always representing the company professionally, ethnically and morally at all times.

* Visit potential customers for new business
* Provide customers with quotations
* Negotiate the terms of an agreement and close sales
* Gather market and customer information and provide feedback on buying trends
* Identify new markets and business opportunities
* Record sales and send copies to the sales office
* Review your own sales performance

**Hotel Experience**

* **Worked with Media Rotan Hotel Dubai In Food and Beverage department (13th July 2010—11th June 2012)**
* **Worked with Taj Palace Hotel Dubai in Food and Beverage department ( December 2008- July 2010)**
* **Worked with Hotel Le Meridian Bangalore (June2007—November2008)**

Declaration

I do hereby declare that the information given above is true to the bestof my knowledge.

Place: DUBAI

Yours Sincerely,

Date: 05-05-2019 **ABINSANTH AUGUSTINE**