

KAMIL MUBARAK

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Professional Profile

Accomplished logistics sales professional with a proven track record of exceeding target even in challenging market conditions. Experienced in business development, client relationship management, and Logistics. Adept at driving growth, optimizing operations, delivering exceptional customer service. Fluent in multiple languages and committed to continuous learning and professional development.

Career Summary

1. Sales Executive, Kintetsu World Express [India] Pvt Ltd.

Bangaluru, India August 2024 -February 2025

- Achieved 100% of sales targets within six months.
- Developed strong clint relationship, expanding the clint base by 20 %.
- Collaborated with logistics and operations team ensure timely deliveries and high customer satisfactions.
- Conducted comprehensive market research to identify trends and opportunities.
- Maintained a 95% customer satisfaction rate through service and issue resolution

2. Business Development Executive, Tenacity logistics Pvt Ltd.

June 2022 – July 2024

- Identified and qualified new business opportunities through market research, networking, and proactive prospecting.
- Utilized methods such as cold calling, email outreach, and discovery calls to connect with potential clients.
- Maintained strong client relationships and ensured timely follow-up to provide excellent customer service.
- Supported the company's expansion into new markets and contributed to increased revenue.

3. Sales Associate Levi's Store, Lulu mall

October2021-March2022 Part-time job

- Assisted customers with product needs and encouraged brand loyalty Through excellent service.

Skill and Ability

- Supply chain Management
- Inventory management
- Logistics software proficiency
- Data Analysis
- Transportation Management
- Warehousing
- Communication
- Problem Solving
- Organization
- Time management
- Negotiation

Education

- **Advanced Diploma in Logistics & SCM**
London College Kochi, Ernakulam, India [January2021-January 2022]]
- **BA Travel & Tourism management**
University of Calicut, India [March 2018-March 2021]
- **12th Standard Commerce Education**
Government Higher Secondary school Sivapuram, Calicut, India [Mar 2017- March 2019]
- **10th Standard**
Muhammed Ali Jwahar Higher school, Eletil Vattoli, Calicut, India [March 2016]

Certification

- **Certified in SAP In Supply chain Management, SAPC [29-04-2022]**
- **Certified in Material management, National Skill Development Counsil [10 -8-2022]**
- **Sales management, , National Skill Development Counsil [10 -8-2022]**
- **Ware house Management National Skill Development Counsil [10 -8-2022]**
- **Certified in Career Development Council of AMS Global 2022**

Languages Known

- **English:** Native or Bilingual proficiency
- **Malayalam:** Native or Bilingual proficiency
- **Hindi:** Native or Bilingual proficiency
- **Tamil:** Conversational proficiency
- **Arabic:** Conversational proficiency
- **Spanish:** Basic proficiency
- **Chinese:** Basic proficiency

Project

- A study on importance of Muthanga Wild life Sanctuary in Kerala Tourism Project
Duration 3 months worked as team leader of team size four.

Achievements

- Completed 2 Years volunteer program in NSS in 2016-18
- Won Sub-District Judo 2017

Reference

Mr. Barathi Dasan

Senior Sales manager, Kintetsu World Express India Pvt Ltd.

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Personal information

Father: Ashraf Mk

Mother: Saleena p

Born: 21-03-1999 India