**ABIN ROLDEN**

RICH HOUSE

KALATH WARD

ALAPPUZHA

**Mobile : +91 9497505555**

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**OBJECTIVE**

A Dynamic, Self-motivated, Result oriented professional with 1.4 years of experience in Sales, Modern Trade, and Business Development (FMCG).

**EXPERTISE SUMMARY**

* More than 1 years of management and sales experience. Proven ability to lead effective sales.
* Experienced in General trade and Modern trade (FMCG).
* Adept at planning, promotions and forecasting. – Hard working, able to multi task effectively.
* Outstanding training, leadership and communication skills.

**PROFESSIONAL EXPERIENCE**

**Maria distributors -Alappuzha Apr.2013-till present: Sales officer**

**Responsibilities:**

* Presenting the product in a structured professional way face to face.
* Arranging appointments with potential customers to prospect new business.
* Negotiating on price and costs, delivery and specifications with buyers and managers
* Gaining a clear understanding of customers businesses and requirements.
* Making accurate, rapid calculations and providing customers with quotations.
* Daily reporting to the BDO.

**ACADEMIC RECORDS**

2013- Bachelor of Business Administration from Techno global university.

2009- 12th from Kerala board of higher secondary education.

2007- 10th from Kerala board of higher secondary education.

**SKILLS AND ENDORSEMENTS**

Sales operations, FMCG, modern & general trades, team management, channel sales, market analysis, leadership, sales management, business development.

**IT SKILLS**

Software Proficiency

Outlook advanced

Word advanced

Excel advanced

Power point advanced

**PERSONAL DOSSIER**

DATE OF BIRTH : 20-4-1992

BIRTH PLACE : KERALA, ALAPPUZHA

GENDER : MALE

MARITAL STATUS : SINGLE

BLOOD GROUP : B+

RELIGION : CHRISTIAN

NATIONALITY : INDIAN

LANGUAGES KNOWN : ENGLISH, HINDI, MALAYALAM, AND TAMIL

I hereby declare that the details furnished above are true to the best of my knowledge.

**(ABIN ROLDEN)**