



BLESSON VARGHESE

RELATIONSHIP MANAGER

EXECUTIVE SUMMARY

I am a sales representative who have specialized in consumer goods sales, timeshare sales. I have gathered numerous contacts over the years and strive to meet client needs.

MY EXPERTISE

- Timeshare sales
- Fast-moving Consumer Goods (FMCG) Sales
- Packaged Consumer Goods Sales
- Corporate sales account management
- Experience in retail and manufacturing sales

HOW TO CONTACT ME

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PERSONAL REFERENCES

Mr Rajeesh R (TM), MHRIL - Club Mahindra, 8593068999
Ms Nimmi (HR), Analytix Corp Soln Pvt Ltd, 9567422017
Mr. Albert Jose (Prof) , CEM 9447825737

INTERPERSONAL SKILLS

- problem solving
- team work
- leadership
- time management
- customer service

RELEVANT EXPERIENCE

RELATIONSHIP MANAGER

Mahindra Holidays & Resorts India Limited . | July 2019 - present

- Meet regular sales targets and coordinate sales projects
- Preparing, presenting, and demonstrating products to prospective customers
- Maintains relationships with clients by providing support, information, and guidance
- Recommending profit and service improvements
- Train junior sales agents

Technical Support Associate

Analytix Corporate Solutions Pvt Limited | October 2018 - April 2019

- Visited corporate client offices to offer latest products
- Prepare and deliver technical presentations for DSC
- Built relationships with clients to maintain sales goals and create new opportunities
- Training for agents and clients

Customer Relationship Executive

Grand Fresh Supermarket | July 2018 - September 2018

- Customer and product support
- solving customer issues
- Inside & Outside sales
- Account clearance
- balance sheet and tallying target

Guest Relationship Executive

McDonald's | May 2018 - July 2018

- Getting customer feedback
- promotion on new products
- Getting ratings from clients

Sales Executive

Natures Bliss | December 2016 - December 2017

- Product support & meeting up the targets
- All-rounder (dealing with product, business, stock)
- Upgrading business strategy
- Market research
- Online marketing and distributions

SCHOOL BACKGROUND

CUSAT University

*Bachelor of Technology
Graduated June 2018*

- Class of 2018, College of Engineering Munnar
- Senate Member of College of Engineering Munnar
- Co-ordinator - Training & Placement cell