

<b>MICHAEL DEO JURAKHAN</b>	
<b>1 A PIONEER DRIVE PETIT VALLEY</b>	
<b>HOME 633-8749 CELL-323-8698</b>	
<b>OBJECTIVE...</b>	
To acquire a position with the potential for advancement where I can utilize my knowledge and experience	
<b>SUMMARY...</b>	
Strong negotiating and networking skills	
Personable, motivated and enthusiastic.	
Proven ability to gain account loyalty	
Excellent closing skills.	
Ability to unify diverse group of people behind a command goal.	
Proven history of successful management.	
<b>WORK EXPERIENCE</b>	
<b>2010 - PRESENT</b>	<b>SALES/MARKETING --- ERL'S CARIBBEAN LTD</b>
◊ Searching new avenue for business while dealing with excising customers.	
◊ Setting up the operations for new business.	
◊ Organizing display and posters in shops, making sure those distributers are putting out the posters.	
◊ Doing promotion and sampling at different outlets.	
◊ Fortnightly meeting with the CEO and discussing future plans for improvement.	
<b>2008 - 2010</b>	<b>TECHNICAL /SALES REPRESENTATIVE - F T FARFAN LTD</b>
◊ Coordinating sales on behalf of the company	
◊ Marketing of valves and the repair of vales for the Petrochemical Industry.	
◊ Introducing new products on the market.	
◊ Daily sales report to management.	
<b>2005 - 2008</b>	<b>TELECOMMUNICATION REPRESENTATIVE - MICON MARKETING</b>
◊ Providing sales support and conducting sales presentation.	
◊ Networking extensively with clients to build successful business to business relationship.	
◊ Planning successful marketing and advertising strategies, targeting and developing new account.	
◊ Expanding customer base through a variety of effective sales Techniques.	
<b>2000 - 2005</b>	<b>WHOLESALE MANAGER - PILLAI'S TOOL LTD</b>
◊ Coordinating and implementing the initial setting up of the wholesale department.	
◊ Organized 4 sales staff to handle the Trinidad market while handling the Tobago market.	
◊ Monitoring sales report while comparing it with their sales.	
◊ Monthly meeting with the Director of the company discussing future sales strategies.	
<b>EXPIRENCE AND INFORMATION ARE THE KEY TOOLS IN THIS INDUSTRY AND WITH PERSONALITY YOU ARE GIFTED</b>	