

## **SUMMARY**

Results- focused commercial sales professional with hardworking style. Proactive mindset and persuasive communication skills.

Accomplished in prospecting, customer acquisition and account development for maximum profit. Always seeking out new sales opportunities and driving revenue growth.

## **EXPERIENCE**

### **Senior sales officer, 09/2021-Current KALLINGAL CARS – MALAPPURAM, INDIA**

- Attended meetings with managers to obtain knowledge on products to sell and promotions to push.
- Worked with sales teams to determine best strategies to increase customer interest and purchases.
- Maintained excellent client relationship by providing excellent customer service and proactively solving issues.
- Continuously improved self-performance by analysing customer feedback and monitoring service reviews.

Used Facebook and Instagram insights and google analytics to track marketing results and adjust sales strategies.

### **Managing director, 12/2018-07/2021 QOQO BEVERAGES – BANGALORE, INDIA**

- Delivered high level of service to customer in effort to build upon future relationship.
- Developed business strategies to establish short and long-term goals for company.
- Drafted reports to discuss developments and issues during board meetings.
- Established company targets based on previous performance and predicted forecasts.

### **Sales Executive, 04/2017-06/2018 AM MOTORS – MALAPPURAM, INDIA**

- Contacted customers to set-up appointments, monitors satisfaction levels and upsell additional offerings.
- Developed innovative marketing campaigns to drive substantial sales.

## **EDUCATION**

- AUTOMATION SYSTEM ENGINEERING , 2014  
IPCS CALICUT.
- ELECTRICAL AND ELECTRONIC ENGINEERING , 2014  
MA'DIN POLYTECHNIC COLLEGE MALAPPURAM.
- HIGHER SECONDARY, 2011  
GOVT BOYS SCHOOL MALAPPURAM.

## **LANGUAGES**

- MALAYALAM
- ENGLISH
- TAMIL
- HINDI



**SIDHEEQUL AKBAR KV**

## **CONTACT**

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## **SKILLS**

- Sales and market development
- Client communication
- Interpersonal communication
- Facebook ,Instagram and social media proficient
- Relationship management