



Hello,

I'm Pranav
Gokul

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PERSONAL INFORMATION

Date of Birth – 19/03/1994

Address – Al Sharhan Tower, Al
Majaz 2, Sharjah, UAE.

Marital Status – Married

Nationality – Indian

Valid UAE Driving License Holder.

ABOUT ME

In quest of assignments in the field of channel Sales Executive with an organization of repute. I'm a M.B.A (Marketing & Operations) professional offering more than 4 years of successful career by commended performance and proven results. Used instincts, insights, judgment and timing to succeed on tough deal in customer management focusing on maximizing customer satisfaction, process compliance and process improvement initiatives to achieve maximum efficiency in various operations.

EXPERIENCE



FX DESIGNZ FZC – (2019 – Till Date)

Business Development Executive

Company Description - FXdesignz FZC is a creative agency based in the United Arab Emirates that specializes in crafting spectacular Audio-Visual Experiences. Established in 2004 by a group of likeminded professionals from the event and exhibition industries.

Job Role and Responsibilities –

- Brainstorming and implementing event plans.
- Liaising and negotiating with vendors.
- Negotiating sponsorship deals.
- Managing branding and communication.
- Developing event feedback surveys.
- Handling post-event reports.

INTERPLAST CO. LTD, HARWAL GROUP **Sales Executive (2015 – 2019)**

Company Description - Aluminium Composite Panels sold under the brand name Alupex is a unique and versatile cladding material used in enhancing new trends of modern architecture. Alupex is manufactured in the UAE by Interplast, a flagship of the Harwal Group in technical collaboration with US Polymers INC, U.S.A.

Job Role and Responsibilities -

- Recognizing & developing new potential customers.
- Maintaining strong customer relationships.
- Providing excellent Service & Support to the existing customers for sustainable business growth.
- Conducting competitor analysis & competency mapping to achieve market share.
- Making sure materials are supplied to customers on time.
- Participating in exhibitions and brand recognition.
- Handling local and export customers.

SKILLS

Product Knowledge



Strategic Prospecting



Active Listening



Communication




Gaining Commitment





Post – Sale relationship





HOBBIES & INTERESTS

Swimming 

Cricket 

Driving 

Socializing 

Volunteering 

EDUCATION



MANIPAL ACADEMY OF HIGHER EDUCATION – DUBAI, UAE (2016-2018)

Master in Business Administration- Specialized in Marketing & Operations

SRI KRISHNA ARTS AND SCIENCE COLLEGE – COIMBATORE, INDIA (2012-2015)

Bachelor in Business Administration, with computer application

THE EMIRATES NATIONAL SCHOOL, SHARJAH, UAE

Primary, secondary and higher secondary education

INTERNSHIP



INTERPLAST CO. LTD

- In-plant training on a project under sales and marketing department at Interplast Co. LTD for 3 months. - (2014)

PROFESSIONAL SKILLS



- Advanced MS Office Skills
- Programming Languages & Database: C, C++, JAVA & SQL
- G-Operator

LANGUAGES KNOWN



ENGLISH

MALAYALAM

HINDI

TAMIL

REFERENCES

Reference available upon request.