



# SUDHIR VEERAPPAN

## MASTER OF BUSINESS ADMINISTRATION

(Marketing and Operation Management)

### Professional Summary

Dynamic Sales Executive with 3 years of experience providing high level of customer service while increasing revenues. Successful at leveraging sales technologies, software and CRM data to identify, analyze and act upon leads, opportunities and sales funnels. Personable communicator focused on exceeding client expectations.

### Work History

#### Sales Executive | UAE ENTERPRISES

DUBAI, UAE - April 2016 - July 2019

- Built relationships with customers and community to promote long term business growth.
- Maximized sales through effective client relationship development, resulting in consistent ranking in top of team.
- Worked with sales team to collaboratively reach targets, consistently meeting or exceeding personal quotas.
- Performed effectively in self-directed work environment, managing day-to-day operations and decisions.
- Identified new business opportunities through cold calling, networking, marketing and prospective database leads.
- Developed and implemented strategic account plans to generate new, advantageous customers.

### Education

- **MBA – Marketing and Operational Management**  
NOORUL ISLAM CENTRE FOR HIGHER EDUCATION,  
KUMARACOIL, KANYAKUMARI DIST, TAMILNADU, INDIA.  
Percentage – 82%
- **BE- Electrical and Electronics Engineering**  
CAPE INSTITUTE OF TECHNOLOGY  
LEVINGIPURAM, KANYAKUMARI DIST, TAMIL NADU  
Percentage – 65%

#### CONTACT



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SCHOOLING – NARAYANA GURU HIGHER SECONDARY SCHOOL,  
NAGERCOIL, TAMILNADU  
Percentage – 60%



#### SKILLS

- Staff Management
- Operation Management
- Sales forecasting
- Goals and performance



#### LANGUAGES

- ✓ ENGLISH
- ✓ TAMIL
- ✓ MALAYALAM
- ✓ HINDI