



Shinu Davood

A seasoned sales professional with a decade of experience in driving revenue growth and forging strong client relationships. Proven ability to develop and execute strategic sales plans, leverage market analysis, and utilize consultative selling techniques to meet and exceed sales targets. Adept at identifying customer needs, presenting tailored solutions, and closing deals. Exceptional interpersonal, communication, and negotiation skills, with a proven track record of building and maintaining long-lasting partnerships. Proficient in utilizing CRM systems to manage sales pipelines and track performance. Committed to staying updated with industry trends and product knowledge to provide the best service to clients.

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Work Experience



Member-Care executive • SHRM

April 2019 - May 2021

- SHRM is the world's largest HR Knowledge body with 300,000 plus global members, and was responsible for assisting HR professionals with the overall end to end service.
- Highest sales of SHRM certification for two years in row.
- Generated revenue of more than 1 crore INR by selling Shrm products like shrm certification, shrm conference, shrm public workshop etc
- Provided market intelligence and feedback to regional team on the market, industry, and competitors' developments
- Built and maintained relationships with key contacts, consulting companies and partners in order to get access to new opportunities
- Prospected for potential new clients and turned them into increased avenues of business
- Developed relationships with senior decision makers as potential clients
- Provided customer service by responding to phone, email, and in-person inquiries in a timely manner
- Created detailed reports of customer interactions for internal records keeping purposes.
- Cultivated long-term relationships through focused effort on customer's unique needs and finding best solutions.
- Earned company exceptional ratings and testimonials from clients and industry organizations.



Team leader • Lnoppen group

September 2011 - December 2018

- * Generated revenue of more than 2 million dollars in my tenure
- * Top performing sales individual for 4 years in a row from.
- * Highest revenue generated in a single year 738,000 USD
- * Conducted training and mentored team members to promote productivity and commitment to friendly service.

- * Established open and professional relationships with team members to achieve quick resolutions for various issues.
- * Conducted training and mentored team members to promote productivity, accuracy, and commitment to friendly service.
- * Mentored and guided employees to foster proper completion of assigned duties.
- * Communicated KPIs outlined in annual plan to inform employees of expectations and deliverables.

Education



2019 - 2023

Al-Ameen Institute of Management studies.

BBA - Human Resource



2008 - 2012

Al-Ameen Pre University College.

Pre-University (Science)

Physics, Chemistry, Maths, and Biology.



1996 - 2008

Holy Crescent High School

High School

Skills

- Negotiation
- Research
- Business Development
- Human Resources
- Sales
- Generate New Business
- Marketing Campaigns
- Team Work
- Lead Generation
- Positive Attitude
- Hardworking
- Persuasion Skills
- Ability To Prioritize

Languages

- English — Native or Bilingual
- Hindi — Native or Bilingual
- Malayalam — Professional
- Kannada — Native or Bilingual