

# RAHUL K

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## Areas of Expertise

- ~ Cold calling
- ~ Human Capital Management
- ~ Sales Force Effectiveness
- ~ Procurement Strategy and Execution
- ~ Telesales
- ~ Consultancy experience
- ~ Customer focus
- ~ Retail sales
- ~ Leadership and Team Management
- ~ Organization and time management

## Personality Traits

- ~ Strategic Thinker
- ~ Change Agent
- ~ Persuasive Communicator
- ~ Patience

## Education

- ~ **Bachelor of Technology (B.Tech) in Information Technology & Engineering**  
Calicut University, Kerala, India
- ~ **Tally ERP-09 Accounting Learning Course**  
G- Tech Education, Kerala, India

Seeking suitable position in

**Sales and Marketing**

## SALES EXECUTIVE WITH A CAREER SPANNING 3+ YEARS

### PROFILE HIGHLIGHTS

- ♦ Dynamic professional with experience in Sales and Marketing.
- ♦ Instill a shared, enthusiastic commitment to customer service as a key driver of company goal attainment. Lead by example and ensure the execution of all safety, security, quality operations policies.
- ♦ Accountability for direction & strategic management, development of new services & operations, revenue performance and enhancement strategies.
- ♦ Expert presentation, negotiation and communication skills with keen abilities in planning, goal setting, strategy implementation and follow-up.
- ♦ An effective communicator with astute leadership skills with ability to motivate and manage teams to meet desired results.
- ♦ Aggressively identify opportunities, focus and provide tactical business solutions.

### PROFESSIONAL EXPERIENCE

- ♦ **Hindustan Unilever, Kozhikode– India**  
Sales Executive, (October 2014 to December 2015)
- ♦ **Chemmanur International Jewellers, Kozhikode – India**  
Finance Assistant, (January 2016 to June 2017)
- ♦ **Walgreens Cosmetics, Dubai – UAE**  
Sales Executive, (July 2017 to August 2018)
- ♦ **Cholamandalam Finance, Kozhikode – India**  
Deputy Officer - Sales - Retail, (November 2018 to Present)

### RESPONSIBILITIES UNDER JOB

- ♦ Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- ♦ Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- ♦ Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- ♦ Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- ♦ Prepares reports by collecting, analyzing, and summarizing information.
- ♦ Maintains quality service by establishing and enforcing organization standards.
- ♦ Contributes to team effort by accomplishing related results as needed.

### TRAININGS/ CERTIFICATION

- ♦ Corporate Recruitment System
- ♦ Smart Lab
- ♦ Customer Service and Work Ethics

### COMPUTER PROFICIENCY

- ♦ Proficiency in Accounting Software's: Tally ERP 09, QuickBooks
- ♦ Well knowledge in Windows 95, 98, 2000, XP, 7, 8 32/64 bit.
- ♦ Microsoft office: MS Word, MS Excel, MS PowerPoint, Outlook.
- ♦ Internet & E-mail applications

### PERSONAL INFORMATION

- ♦ Date of Birth : 13<sup>th</sup> March, 1992
- ♦ Religion : Hindu
- ♦ Gender : Male
- ♦ Marital Status : Single
- ♦ Nationality : Indian
- ♦ Languages Known : English, Hindi, Malayalam & Tamil
- ♦ Address : Parambil Bazar, Kozhikode
- ♦ Mobile : **+91 9747743479**

### REFERENCE

Reference will be furnished upon request.

### DECLARATION

I hereby declare that all the details furnished above are true to the best of knowledge & belief.

Date:

**RAHUL K**

Place: