

Saideep Menon

SALES & ACCOUNT MANAGEMENT



Currently in UAE* Available to join immediately*

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WORK EXPERIENCE

District Sales Executive | Expeditors, Muscat

July 2022 - October 2024

- Developed and implemented strategic sales plans to increase market share by maintaining a healthy and robust sales pipeline.
- Generated a consistent sales pipeline through targeted prospect engagement with monthly target of over 20,000 USD and with sales growth of 20 to 25% percent annually.
- Delivered tailored supply chain solutions across air, land, ocean, and customs brokerage.
- Managed accounts and drove up account revenues by upselling and providing tailored solutions
- Coordinated with Local and global account management teams to secure new business and build revenue from global accounts
- Maintained strong client relationships through proactive communication and needs assessment

Area Sales Executive | Aramex Logistics, Muscat

August 2015 - May 2022

- Generated sales leads through diverse channels: cold calling, site visits, trade fairs, networking
- Maintained ongoing client relationships and planned future business transactions
- Liaised with the client and improved processes in the execution of their orders and requests which improved KPIs like order execution KPI and stock accuracy
- Provided comprehensive logistics solutions focusing on Warehousing and last-mile delivery/ transportation
- Upselling different service offerings to generate multiple revenue streams which drove up revenue by 25% for existing clients

Assistant Director (Ad Commercials) | Chrome Pictures Media LLP, Mumbai

May 2014 - July 2015

- Managed the production of 31 advertising commercials.
- Liaising with directors, production team, Art and costume teams and actors regarding casting, budgets and production requirements
- Supported in the Pre-production presentation to production call sheet
- Managed and conducted auditions for casting process
- Location scouting/location Reece with core Direction and Cinematography team.

EDUCATION

Bachelor's of Mass Media (Advertising)

SIES Nerul, Navi Mumbai

Diploma in Digital Media - Digital Filmmaking

FX School, Mumbai

SKILLS

Market Research, Lead generation, Relationship building, CRM, people management, Account expansion, Account management, New logo acquisition, Cross-selling, Upselling, Solution selling, Presentation skills, Project Management, Project Coordination, Compliance

Tools

CRM tools, Warehousing managing systems (WMS), KPI tools, Order management software, Microsoft dynamics, Microsoft excel, Microsoft word, Microsoft powerpoint, Adobe Photoshop, Apple finalcut pro, Adobe After Effects, Canva, Leonardo (Ai), ChatGPT Ai, Gemini Ai, Claude Ai, Invideo Ai, Pika labs

CERTIFICATIONS

Social Media Certification | HubSpot Academy | 2024

AI-Powered Marketer | Semrush Academy | 2024

Prompt Engineering for ChatGPT | Great Learning | 2024

Introduction to Generative AI | Google | 2024

Adobe illustrator | Arena Animation | 2015

ADDITIONAL INFORMATION

Valid Oman Driving license

Currently in Oman (Resident status)

Valid US visit visa

Languages - English, Hindi, Malayalam