



# ADITHYA.S.P

## ASSISTANT SALES MANAGER

### SUMMARY

Ambitious sales person with experience from sales and business development programs. I have on several occasions led and collaborated with different groups of people from business, government and international organizations, and enjoy analyzing, creating and streamlining workflows and processes. A varied background has shaped my ability to quickly adapt to new work environments, tasks and build positive relationships with those I work with.

### EXPERIENCE

#### TRANSLINER SHIPPING LLC (2023 April to present) NVOCC DIVISION (Business Development Executive)

##### Revenue Growth & Regional Expansion

Identifying and developing new markets to drive company revenue.

##### Strategic Execution

Implementing business development strategies to meet team objectives and exceed annual budgets.

##### Networking & Relationships

Building connections with potential customers, feeder operators, and agents to expand the company's influence.

##### Fleet Expansion

Developing and executing strategies to increase the company's fleet capacity.

##### Market Analysis & Intelligence Sharing

Gathering and sharing market insights to support the firm's growth and inform decision-making.

##### Competitor & Market Awareness

Monitoring competitive sectors and staying updated with market trends.

##### Team Leadership

Fostering a collaborative and productive team environment through guidance and support, promoting growth and efficiency.

##### Wellbeing Focus

Ensuring a healthy work environment for the benefit of the company and its employees.

##### Adaptability & Leadership

Demonstrating adaptability and quick decision-making in challenging situations, strengthening team confidence and professionalism.

### CONTACT

- ✉ Adithyasp96@gmail.com
- 📞 +971 50 4767 858
- LinkedIn Adithya SP
- 📍 Dubai

### SKILLS

- Networking & relationship building.
- Ability to work well under pressure in a fast-paced environment
- Able to work independently and within a team.
- Excellent communication and
- Organizational skills.
- Time management.
- Presentation skills.
- Decision making.
- Ability to multitask with frequent interruptions.
- Capable of working independently and making decisions with limited supervision

### LANGUAGES

Malayalam	• • • • • •
Hindi	• • • • • •
English	• • • • • •
Tamil	• • • • • •

### SOFTWARES

- Office
- Auto Cad
- Power point

## PERSONAL PROFILE

Date of Birth :05 -Sept-1996

Gender : Female

Marital Status : Single

Nationality : INDIAN

## UAE DRIVING LICENSE

LIVRO SHIPPING LLC (Dec. 2021 to Mar. 2023)

NVOCC DIVISION

(Business Development Executive)

### **Client Needs Assessment**

Understand client needs and provide tailored solutions and support, answering inquiries, follow-ups, and responding to requests for proposals (RFPs).

### **Relationship Management**

Maintain strong, professional relationships with customers, carriers, shippers, and team members through consistent and effective communication.

### **Cold Calling & Business Development**

Perform cold-calling to build a book of business, prospect new clients, and expand the company's market reach.

### **Sales Coordination**

Collaborate with customers and the sales team to offer the best service while ensuring cost-effectiveness and timely delivery.

### **Customer Satisfaction**

Ensure high levels of customer satisfaction by addressing concerns, maintaining close communication, and following up on issues.

### **Strategic Sales Growth**

Drive sales through strategic business development, optimizing existing accounts and identifying opportunities for revenue growth.

### **Territory Research & Contact Building**

Conduct research to understand new territories, establish business contacts, and foster new client relationships.

### **Account Management & Revenue Growth**

Enhance customer loyalty and satisfaction, maintain key accounts, and grow revenue through relationship-building with the existing customer base.

### **Sales Target Achievement**

Develop and execute a sales plan to meet and exceed sales targets.

## EDUCATIONAL QUALIFICATION

### **B.E Civil Engineering (2018)**

Arunachala College Of Engineering

Anna University

Aggregate 68%

### **Higher Secondary Examination (2014)**

L.M.S.Boys.H.S.S.

Aggregate 77%

### **S.S.L.C (2012)**

N.S.S.English Medium

Aggregate 84%

## DECLARATION

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

**ADITHYA.S.P**