



# ADITHYA.S.P

ASSISTANT SALES MANAGER

## CONTACT

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☎ +971 50 4767 858

🌐 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

## 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.

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