

ADARSH V RANJITH

Sales Representative

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📍 Dubai



EXPERIENCE

Sales Representative

NMCE Logistics

📅 05/2023 - 05/2024 📍 Riyadh, Saudi Arabia

- Analyze and optimize transportation routes and schedules
- Manage and coordinate daily warehouse operations, including receiving, storage, order fulfillment and shipping
- Developed and maintained relationships with transportation vendors
- Manage and coordinate the loading and unloading of goods

Sales Executive

Skyline Cargo

📅 01/2022 - 04/2023 📍 Riyadh, Saudi Arabia

- Built long-term relationships with Customers and generated referrals from existing clients
- Generated new leads and opportunities to maximize revenue
- Helped customers obtain specialized help for refunds and exchanges
- Analyzed industry and competitor trends to enhance sales strategy

EDUCATION

Masters in Business Administration

Presidency University

📅 01/2018 - 01/2020 📍 Bangalore

- Field of Study: Finance and Data Science
- Dissertation Research: A study on impact of changes in Capital structure on profitability respect to pharma

Diploma in Airport Management and IATA

School of Airline and Travel Management

📅 01/2017 - 01/2018 📍 Kerala

Bachelor of Commerce

Calicut University

📅 01/2014 - 01/2017 📍 Location

- Field of Study - Finance
- Internship/Projects Undertaken - Customer Relationship Management of Gokulam Hotels

SUMMARY

Dynamic Sales Executive with a proven track record of accomplishment at Skyline Cargo, enhancing sales strategy through expert transportation and warehouse management. Excelled in building customer relationships and leveraging problem-solving skills to boost efficiency. Achieved significant process improvements demonstrating adaptability and a results approach.

LANGUAGES

English

Advanced



Hindi

Advanced



Tamil

Advanced



SKILLS

Excel MS Word

Customer Relations

Transportation Management

Problem solving

Inventory Management

Time Management

Liaising with suppliers and transport companies