

RENJITH MV

Contact Number: 0091.99.4716.0793

Email Id: renjithmurali242@gmail.com

Available to join immediately



Key Sales Account Manager, Outdoor Sales Supervisor, with 18 years of GCC market work experience in the Marketing & Sales field of Consumer & Non Consumer Products. Worked in Large Scale companies namely Muscat Pharmacy & Stores LLC (client of Glaxo Smith Kline), Khimji Ramdas Group - Oman, Bin Qassim Establishment Group - Oman, by delivering quality service, building businesses and maintaining the trust relationship with the clients.

Products Specialized:

- Arrow juice (Fruto, Mizo), Majan Water, Star Juice, Bravo Juice (Consumable Beverages)
- Britannia, Nutro, Baker pride (Biscuits and Confectionary)
- Afia Oil, Capilano Honey, Foster Clark (Consumable products)
- 3M, Trisa, Godrej (Non Consumable Products)
- Sensodyne, Panadol, Horlicks (GSK Consumer Goods)

WORK EXPERIENCE:

Muscat Pharmacy & Stores LLC (client of Glaxo Smith Kline), Oman

Jan/2010 - Oct/2021

Job Title: Sales Lead

- ❑ **Achievements:**
- Manage and Supervised Oman Sales Team of 8 members responsible to cater sales & marketing of consumer products namely Sensodyne, Panadol, Horlicks and others within Oman | Preparing YTD, YTG Projections and Reports | Presentation of daily and weekly Sales reports to the Country Sales Head | Conduct daily pre-operational meetings | Addressing Operational Issues | Mentoring team members to meet deadlines | Achieve company sales targets exceedingly than expected | Build and sustain long-lasting relationships with the new and existing customers based within an assigned sales territory | Traveling within an assigned sales territory to conduct face-to-face meetings with existing and potential customers | Build up and maintain lasting relationships with the clients to secure business stability.

Kimji Ramdas LLC, Oman

Nov/2008 - Dec/2009

Job Title: Key Account Manager

- ❑ **Achievements:**
- Building and sustaining long-lasting relationships with new and existing customers based within an assigned sales territory for Consumer Products sales team account management | Follow-up & receive Payments | Deal with priority class outlets for sales promotions or any delivery issues | Negotiation and contract deals | Distribution and prioritize delivery on time | Debtor days controlling | Minimizing sales return and expiry | Strive for continuous expansion of sales.

Kimji Ramdas LLC, Muscat - Oman

Jan/2007 - Nov/2008

Job Title: Van Sales Representative

- ❑ **Achievements:**
- Inventory Check | Independently handle sales issues and the customer requirement | Maintain the daily, weekly and monthly sales reports | Distributing foodstuff items in a number of outlets | Maintaining Display in shelves and gondola | Achieving sales targets and major responsibilities.

Job Title: Van Sales Representative

❑ **Achievements:**

- On time distributing foodstuff items to various outlets in and around the sales territory | Maintaining the daily, weekly and monthly reports of the plans.

EDUCATION:

- ❑ Bachelor of Commerce - University of Kerala, India. April 2001.
- ❑ Diploma in Computer Application.

TECHNICAL KNOWLEDGE:

- ❑ Advanced knowledge of MS Office Applications - Outlook, Word, Excel, PowerPoint Presentations. SAP and Oracle System Applications general office workflow knowledge.

SPORTING ACTIVITIES:

- ❑ Represented College/University/Zone in Badminton Tournaments at a Senior Level.

PERSONAL INFORMATION: **Date of Birth:** 08-March-1980 | **Marital Status:** Married / 2 Children | **Nationality:** Indian | **Passport Expiry:** March-2023 | **Language Fluent:** English, Arabic, Hindi, Malayalam.