

ABINS P.M

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0507176403

Flat no.406 KBK 8 Zeenath building, Behind Emirates Driving Institute
Al Qusais residential area 1 Dubai



Objective

A highly motivated and goal-oriented seeking a Sales position in a dynamic organization where I can utilize my excellent communication and interpersonal skills to achieve sales targets and contribute towards the growth of the company.



Experience

GOKULAM MILK PVT. LTD (SELF EMPLOYED)

2013 - 2022

SALES PERSON AND MANAGER

- Generate sales leads through research, cold-calling, and networking.
- Meet and exceed monthly and quarterly sales targets.
- Develop and maintain strong relationships with clients by providing excellent customer service.
- Conduct sales presentations and product demonstrations to prospective clients.
- Prepare sales proposals and negotiate contracts with clients.
- Assisted customers with product selection and provided product information.
- Achieved monthly sales targets by offering excellent customer service and product knowledge.
- Maintained accurate records of sales transactions and customer information.
- Collaborated with team members to ensure the store's sales targets were met.
- Participated in inventory management and visual merchandising activities.



Education

INDIRA GANDHI COLLEGE OF ARTS AND SCIENCE

2009- 2012

Bachelor of Business Administration

60%

GHSS MATHIRAPILLY

2008

AGRICULTURE (NURSERY MANAGEMENT AND ORNAMENTAL GARDENING)

60%

GOVT. V.H.S.S MATHIRAPILLY, KOTHAMANGALAM

2006

SSLC

70%



Skills

- Strong communication and interpersonal skill.
- Sales forecasting
- Excellent negotiation and closing skill.
- Customer service and relationship building.

- Time management and prioritisation.
- Problem solving
- Decision making



Personal Details

- Nationality : Indian
- Passport : W5959811



Reference

- AVAILABLE UPON REQUEST - ""



PROFESSIONAL SUMMARY

- An experienced sales professional with a track record of success in achieving sales targets and building strong customer relationships. Possessing excellent communication skills and a proven ability to identify customer needs and provide effective solutions. Highly organized and able to work independently or as part of a team. Adept at managing multiple projects and clients simultaneously