

SHAJAHAN A K

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Dubai



Objective

Sales professional with 4+ years experience in lead generation and lead qualification, proven customer service, and communication skills to effectively fill the Sales Associate role in your company.



Experience

Virtus Mortgage Consultant

April 2022 - August 2022

Team lead - Personal loans

Monitored staff performance levels ,implementing necessary changes to improve productivity and meet targets. Promoted company values and vision, ensuring full team adherence and investment. Mentored and coached junior staff to produce high performing, quality team members. Define the right strategy from marketing to sale activities do drive margin growth.

Maruthi Suzuki (Bangalore, Karnataka, India)

2019 - 2021

Sales

Dedicated sales professional with more than 2 years of experience in both new and pre-owned vehicles. Extensive knowledge of cars, including a diverse range of makes and models. Skilled negotiator who continually transforms leads into customers, including walk-ins and ecommerce prospects. Professional team player willing to assist team members in making sales to reach the business goals of the dealership. Excellent customer service skills to make buying cars an easier experience for the customers.

Gravitech Inspection Services, (Cochin,Kerala, India)

2017 - 2019

HVAC SITE SUPERVISOR

Posses in depth knowledge of proposal and planning, preparing estimation for the project, detailed HVAC design as per ASHRAE CODES ,HVAC load calculation, ducting and piping layout, equipment selection, site supervision, quantity surveying, billing and verification coordination and field work



Education

Kerala state

2010-2012

Higher Secondary

Secondary school leaving certificate



Skills

- Excellent Communication skill to present points precisely and clearly
- Good problem solving ability and analytic skill to solve the problem efficiently
- Good team player and have excellent interaction skill to coordinate and work team
- Have expertise in working with various operating systems



Languages



- English
- Malayalam
- Hindi
- Tamil
- Kannada



Personal Details



- Date of Birth : 10/03/1993
- Marital Status : Single
- Nationality : Indian
- Father's name : Shahu A K



Passport & Visa



- Visa status :Visit Visa
- Date of expiry :19/01/2023
- Passport No :V5718907
- Date of issue :27/12/2021
- Date of expiry :27/12/2031



Technical Skills



- MS Excel & office suites and AutoCAD
- REVIT MEP Basics
- Hourly Analysis Program
- McQuay Ductsizer
- McQuay pipesizer



Strength



- Hard working self motivated
- Team player and honesty
- Dedication and fast learner
- Positive attitude
- Flexible and ambitious
- Helping mentality and adapt to survive