



SALSAAJ V J

SALES REPRESENTATIVE

CONTACT

Al Qusais

 Dubai
UAE

 salsaajvj96@gmail.com

 <https://www.linkedin.com/in/salsaaj-v-j-698157213>

 +971583026400

PERSONAL STATEMENT

To obtain a position that challenges me and provides me the opportunity to reach my full potential professionally and personally utilizing my abilities and years of experience. To join an Organisation that is progressive intellectually and technically, and one in which practices collaborative leadership with integrity and honesty throughout.

WORK EXPERIENCE

Sales Manager/ Business development executive

Caesarstone | 2019 - 2021

- Collecting customer feedback and market research
- Keeping up to date with products and competitors
- Arranging business development meetings with prospective clients.
- Establishing, maintaining and expanding customer base and product's reach.
- Achieving growth and hitting sales targets by successfully managing the sales team.
- Designing and implementing a strategic sales plan that expands company's customer base and ensure it's strong presence.
- Developed a growth strategy focused both on financial gain and customer satisfaction.
- Handled B2B sales and B2C sales.
- Conduct research to identify new markets and customer needs.
- Kept records of sales, revenue, invoices etc.
- Provided trustworthy feedback and after-sales support.
- Built long-term relationships with new and existing customers.
- Developed entry level staff into valuable salespeople.

SKILLS

- New Business Development
- Communication
- Optimistic
- Strategic Planning
- Organized
- Team player
- Operations Management
- Agility
- Customer Relationship Management
- Staff Training & Development
- Adaptable
- Contract Negotiations
- Budgeting & Forecasting
- Customer retention
- Sales pitch development
- Demonstration skills
- Time management
- Business knowledge

LANGUAGES

- English
- Hindi
- Malayalam

Deva Associates | 2017-2018

- Prepared asset, liability, and capital account entries by compiling and analyzing account information
- Documenting financial transactions by entering account information
- Summarize current financial status by collecting information; preparing balance sheet, profit and loss statement, and other reports
- Verify, allocate, post, and reconcile transactions
- Produce error-free accounting reports and present their results
- Analyze financial information and summarize financial status
- Providing technical support and advice on management
- Prepare financial statements and produce budget according to schedule
- Support month-end and year-end close process

EDUCATION HISTORY

Indira Gandhi National Open University | 2018-2019

- Post graduate diploma in International Business Operations

Mahatma Gandhi University | 2014-2017

- Bachelor of commerce