

ANSHIL M

SALE AND MARKETING EXECUTIVE



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Profile

DOB : 12-9-1994

Nationality : Indian

Languages : English,Hindi,
known Malayalam & Tamil

Address : Cochin, Kerala, India



Agile, results oriented marketer with 4+ years of management experience in providing integrated business and marketing solutions to diverse clients globally. An effective communicator with good analytical and planning skills. Experience in working for various large and small scale projects. Skilled in customer relationship management, public speaking, Self-motivated, hardworking, goal-oriented with a high degree of flexibility, creativity, resourcefulness, commitment and optimism. Proficiency at grasping new technical concepts quickly and utilizing the same in a productive manner

Expertise

Over 4+ years of expertise in: customer relationship management, Branding and marketing, proficient in telephone etiquettes

Work Experience

2017 - 2019

june-january
Electro watt power
solutions

Project Engineer

Installation of solar panels. Manufacturing of control relay panels. Electrical works based on HT and LT. Installation of multi meters. Identifying new customers and new opportunities at the existing customers. Generate enquiries from the new and existing customers

2019

january-december
EnProtein

Operational Manager & Sales

Sales, Marketing, Stock checking, Purchasing, Food cost analysis, Staff management, Restaurant maintenance

2020

january-may
Volt Ampere

Sales and marketing Consultant & Site Supervisor

Energy auditing, Site analysis, Sales, Marketing, Staff management, Site supervising.

2020

september-december
Avodha

Academic consultant (TL)

Team management, Exceptional expertise in academic support techniques and plans. Cold calling and lead generation. High skills in establishing trust and influence with students. Strong interpersonal and communication abilities. Accounting and auditing of sales of subordinates on their achievements. Excellent knowledge higher studies and its curriculum requirements. Team builder and co-ordinator for sales development.

2021

january-march
BYJUS the learning app

Business Development Associate

Cold calling leads and maintaining lead funnel using LEADSQUARED. Setting up meetings for BYJU'S Home Demonstration. Conducting 8-10 meetings weekly and generating revenue. On spot sales of educational technology products for K-12 segment in B2C domain. Taking followups and closing prospects. Punching, Tracking and Managing orders using ORDERHIVE.

2021

april-october
Cars 24

Key Account Manager

Playing a key role in acquiring, on-boarding and engaging the right set of dealers/customers. Focusing on growing and developing existing clients, so that they grow with Cars24. Maintaining end to end dealer/customer relationship. Responsible for the process of procurement of cars from the dealer/-customer.

Education

2013 - 2017

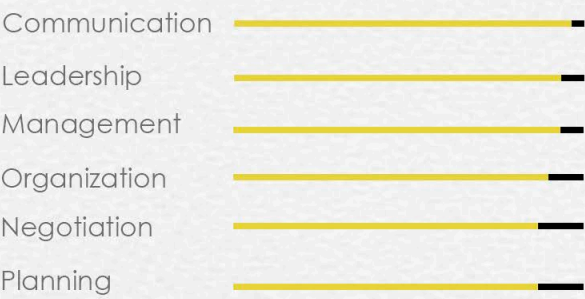
Bachelor of Technology (B-Tech) in Electrical And Electronics Engineering from KMEA Engineering College, M.G University

Certifications

Certification in QC(Welding Inspection)
Certification in MEP SYSTEM DESIGNING
Certification in BUILDING INFORMATION MODELING

Skills

Personel



professional



Software



Achievements

Completed BUILDING INFORMATION MODELING training program
Completed PUBLIC HEALTH ENGINEERING training program
Completed ELECTRICAL SYSTEM DESIGNING training program
Completed FIRE PROTECTION SYSTEM training program
Completed HVAC SYSTEM DESIGNING training program
Completed MEP SYSTEM DESIGNING training program

Interests



Travelling



Football



Swimming



Cooking

Reference

Asim Sharooq
Managing director
Electro Watt Power Solutions, Calicut
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