

# SREEJITH UNNI

Assistant Manager - Business Development

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Accomplished Assistant Manager with in-depth experience consistently rising through ranks. Well-versed in sales, personnel management, accounting and inventory management. Dedicated to complete knowledge of company products and services for optimized customer service.



## Skills

- ◆ Leadership
- ◆ Communication
- ◆ Time management And planning
- ◆ Negotiation



## Work History

◆ Jun 2019 -  
Sep 2021

### **Assistant Manager -Business Developemnet**

*Ceasefire industries pvt ltd, Noida*

- Assistant manager of Cochin branch in a global fire safety brand that is headquartered in india.
- Ceasefire products are today available all over the world in countries including UK,Qatar,Thailand,Congo,Nepal,Indonesia and Sri Lanka.
- Handling a sales team of four members and giving instructions to meet monthly targets.
- In charge for all Kerala and dealing with more than 1200 clients.
- Responsible for direct as well as channel sales and developing channel partners.
- Manage day-to-day performance of sales team.
- Doing B2B and B2C sales.
- Conceptualized, implemented and documented monthly strategy to ensure accountability and success.
- Motivate, train, and coach sales team while applying feedbacks.
- Effective working relationship building with end customers as well as channel partners and ensure the revenue generation through consultative selling.

- Responsible for sale of fire and safety equipments in all sectors.
- Maintained positive customer relationships by responding quickly to customer service inquiries.
- Responsible for generating leads and connecting with them.
- Build consistent lead generation with the marketing team.
- Responsible for following up with existing customers and ensuring that they are satisfied.
- Responsible in handling customers and solving their problems.
- Responsible for doing market research.



## Project

### **A Study on Working Capital Management of "Velur Service Co-operative Bank Ltd No: 456" (2019 Jan - 2019 May)**

- Done a project from a reputed service co-operative bank in Thrissur district.
- A five month project on "A STUDY ON WORKING CAPITAL MANAGEMENT OF VELUR SERVICE CO-OPERATIVE BANK LTD NO 465.
- Analyzing the bank's financial position by using their past 5 year's report.
- Determining the stability of the bank's transactions by using tools like comparative statement and ratio analysis.



## Education

**Jun 2017 - Apr 2019**    **MBA: Finance And Marketing**  
*Anna University - Coimbatore, TN*

**Apr 2014 - Apr 2017**    **B.com: Finance**  
*Calicut University - Thrissur, KL*



## Certifications

**Jan 2021**    SAP - Fico



## Languages

English

Malayalam

Tamil

Hindi