

Suby Babykutty

Sales Executive/Store Manager

Mob : +91 9895 492375



CAREER OBJECTIVE

I am an experienced Sales Professional with more than 11 years of experience in delivering market and has an extensive experience in Business Development and Marketing in the Printing and Office Automation industries. I have a rich experience in B2B Sales Management, Business Development, Product Management, Market Planning activities. Also have excellent exposure in Key Account Management with Large corporate accounts.

Now looking forward for a suitable sales position with an ambitious & exciting company that offers a great opportunity for progression.

AREA OF EXPERTICE

- | | | |
|-----------------------------|-----------------------------------|--------------------------|
| • Market Planning | • Spotting Business Opportunities | • Key Account Management |
| • Implementing Action Plans | • Territory Management | • Target Attainment |
| • Cold Calling | • Presentation Skills | • Closing Skills |
| • Negotiating Skills | • Proposal Writing | • Preparing Contracts |
| • Telesales Marketing | • E-mail Marketing | • Customer Focus |

KEY SKILLS AND COMPETENCIES

PROFESSIONAL & PERSONAL ABILITIES

- Possessing a positive 'Can Do' attitude, with a strong focus on getting results.
- Having a good work ethics like - Flexible, Action oriented, Self-motivated and also having good time management skills.
- Willing and capable of learning and adapting things quickly.
- Ability to communicate in a clear and effective manner.
- Ability to develop long lasting business relationships with clients.
- Able to work under pressure and work in a fast spaced environment.
- Knowledge of relevant computer applications & principles of standard sales process.

CAREER HISTORY

- **Meed Trading Company (Meed24x7), Riyadh, Saudi Arabia**
Employment dates (i.e. January 2018 – January 2020)
Worked as an **Store Manager (In charge)** in a Convenience store outlet for the last 2 year.
- **Shadows Fashion Boutiques, Kollam, Kerala, India**
Employment dates (i.e. July 2016 – November 2017)
Worked as a **Showroom Leader (In charge)** in a Textile store for 1 year 4 months.
- **Marikar Motors (Ltd.), Canon Division, Cochin, Kerala, India**
Employment dates (i.e. May 2015 – May 2016)
Worked as a **Sales Executive** in Office Automation products (Large Format printers, Plotters, Scanners, Small printers, Projectors, Cameras, Bank Cheque readers, Copy Chase, IT solutions) at a leading **Premium Corporate Channel Partner of Canon India in Kerala**, for 1 year.
- **Kailas Digital Printing Solutions, Kollam, Kerala, India**
Employment dates (i.e. August 2013 – November 2014)
Worked as a **Outdoor Sales Executive** at a leading Digital Laser Designing Press, for 1 year 3 months.

- **Quilon Flash Finish Digital Laser Lab, Kollam, Kerala, India**

Employment dates (i.e. November 2008 – July 2013)

Worked as a **Outdoor Sales Executive and a Graphic Designer** at a leading Digital Laser Printing Press, for 4 year 8 months.

- **Frequency Laser Digital Lab, Kollam, Kerala, India**

Employment dates (i.e. March 2008 – October 2008)

Worked as a **Junior Graphic Designer** at one of the leading Digital Laser Printing press for 7 months.

ACADEMIC QUALIFICATIONS

SCHOOL / COLLEGE NAME

SDA HSS, Kottarakara, India

SSLC (Govt. of Kerala, India) **2004**

SG HSS, Kottarakara, India

Plus Two – Commerce

Computer (Govt. of Kerala, India) **2004 - 2006**

UNIVERSITY NAME

Annamalai University, Chennai, India

B.A. Sociology

2013 -2016

TECHNICAL QUALIFICATIONS

INSTITUTION NAME

Aptech Computer Education, India
(Certificate course in Graphics and Animation from Arena Animation Academy)

AAASP (Arena Animation Academy Specialist Program)

2006 - 2008

ADVANCED SKILLS/SOFTWARES KNOWN

- Microsoft Office Suite (Office, Excel, Power Point)

- Adobe Suite (Photoshop, Illustrator)

- POS machine handling
- Swipe machine handling (atm)

PERSONAL INFORMATION

Name	:	Suby Babykutty
Nationality	:	Indian
Date of Birth	:	20/09/1988
Marital Status	:	Single
Sex	:	Male
Languages Known	:	English, Arabic, Hindi, Tamil and Malayalam
Driving License	:	Holding a valid Indian Driving License
Phone	:	+91 98 9549 2375 (India)
Email id	:	subybk@gmail.com
Address	:	Chirakarottu Veedu, Mylom P.O., Kottarakara, Kollam - 691560 Kerala, India

PASSPORT DETAILS

Passport No.	:	
Place of Issue	:	Trivandrum
Date of Issue	:	26/04/2017
Date of Expiry	:	25/04/2027

Declaration

I hereby declare that the above mentioned details are true to the best of my knowledge and belief.

Place : Kottarakara, India

Suby Babykutty

Date : 19/08/2020