

# SHAHIN AHAMMED M.K.

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Seeking an opportunity to build a career with leading corporate by working with committed and dedicated people which will help me to realize my potential and contribute positively to the development of the organization.

## EXPERIENCE

**MARCH, 2019 – TILL DATE**

### **REGIONAL SALES MANAGER, AQUAGENICS R&D INDIA PVT. LTD**

- Creating regional's sales plans & quotas aligned with business objectives
- Evaluate store & individual performance
- Forecast quarterly & annual profit
- Prepare & review the annual budget for the area of responsibility
- Identify hiring needs, select & train new salespeople
- Managing sales teams at Chennai, Hyderabad and Bangalore.
- On boarding distributors and retailers.
- Monitoring daily sales and reports.

**NOVEMBER, 2017 – SEPTEMBER, 2018**

### **ASSISTANT SALES MANAGER, JUSTDIAL PVT.**

- Coordinate daily customer service operations (e.g. sales processes, order and payments)
- Track the progress of weekly, monthly, quarterly and annual objectives
- Evaluate employee performance and identify hiring and training needs
- Supervise and motivate staff to perform their best
- Coach and support new and existing Sales Associates
- Suggest sales training programs and techniques
- Communicate with clients and evaluate their needs
- Handle complaints from customers
- Create reports, analyse and interpret retail data, like revenues, expenses and competition
- Make sure all employees adhere to company's policies and guidelines.

**OCTOBER, 2015 – NOVEMBER, 2017**

### **EXECUTIVE - SALES, MAHINDRA HOLIDAYS AND RESORTS INDIA LTD**

- To prepare pre-sales proposals for prospective clients.
- To build and maintain strong client relationships by effectively handling objections and resolve member/customer conflicts thus building customer trust.
- To identify potential customers, create and close new business opportunities in line with the strategic direction of the company.
- To build and maintain strong client relationship and high level of customer service.
- To keep abreast with the organization's products and services and to crack profitable deals and referrals to achieve sales targets.
- Regular liaison with telemarketing and member relations department to achieve stretched targets in a result-focused environment.

**JUNE, 2013 – AUGUST, 2015**

**FINANCIAL SERVICE CONSULTANT, ICICI PRUDENTIAL LIFE INSURANCE**

- Managing a Financial Service team.
- Serving as the primary communication link between the management and the team.
- Keeping official records of team activities/customer details etc.
- Provides Supervision/support to team staff.
- Field sales role: generate leads for selling life insurance products.
- Relationship management: promote and service customers with available & requisite insurance products.

**EDUCATION**

**BACHELOR OF COMMERCE, CALICUT UNIVERSITY**

Main subject - Finance

**PLUS TWO, KERALA BOARD**

Main stream – Commerce

**S.S.L.C., KERALA BOARD**

**SKILLS**

- Independent worker with high energy and great communication skills.
- Work Management and Document control.
- Self-motivated and able to adapt to different situations.
- Team player, time management & likes to take initiative.
- Ability to work independently with less supervision and meet specified deadlines.
- Innovative and hardworking with computer skills.
- Certificate Proficiency in Windows & M.S. Office.

**LANGUAGES KNOWN**

English, Malayalam, Hindi, Tamil

**DECLARATION**

I hereby declare that the details furnished herein are true to the best of my knowledge and belief. Wherever applicable, I can provide documents in original to substantiate any information provided here.

Date

Place:

**Shahin Ahammed M.K.**