

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.