



KURIAN THOMAS

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Address : Vallikunnel House , Kavumbhagam P . O . T. Kavala (via),
Kottayam Dist.- 686519 , Kerala, India

OBJECTIVE

An young dynamic professional having about 5 years of experience as a Sales Manager. Seeking to grow my career as a Sales Manager to effectively utilize my skills and capabilities.

SKILL SET

- Good communication skills
- Proficient in troubleshooting problems related to computer

WORK EXPERIENCE

Sales Executive

MAHINDRA FIRST CHOICE, KANJIRAPPALLY (MFC) Feb 2021 - Present

Multi-Brand used car showroom by the dealership of Akvee Automotives.

.Sales Execution

.Canvassing of customers

.Generate Business leads

.Price negotiation of Vehicles

.Closing business deals by effective price negotiation with customers

.Co-ordinating the refurbishment of vehicles with touch and polish

.Achievement of monthly target

.Dealing with Walk-in customers

.Canvassing and boost up the business through telecalling

.Identifying the genuine customers through OLX and Facebook (online enquiries) and generate more sales leads.

VIJAYA TRADING CORPORATION (VTC), KANJIRAPALLY, INDIA Nov 2017- May 2018

Sales Executive

- Sales Execution
- Achievement of sales target
- Canvassing of customers
- Inventory
- Preparing of sales Quotation

MANSOUR FAHAD AL-BADDAH EST. (SAUDI ARABIA)

March 2013- Oct 2017

Sales Manager

I got an opportunity for managing a branch of Mansour Fahad Al-Baddah Est. which involves selling of spare parts of heavy vehicles such as Volvo, Scania , Mercedes, Caterpillar, Fendt, Duetz, Daf , Cummins etc.

- Sales execution
- Canvassing customers
- Preparation of daily statement
- Achievement of monthly target
- Preparation of credit details
- Branch in-charge
- Branch cash cum accounts in-charge
- Clearing branch credits as well as outstanding credits.

MUTHOOT FINANCE LTD. (Regional office Andhra Pradesh, Kurnool September 2012-January 2013 India)

Assistant System Administrator

I got an opportunity to work as a system administrator in a regional office of Muthoot Finance Ltd.

- Troubleshooting failure of systems
- Installation of core banking system
- Customer support
- Assist head office system process from regional office

EDUCATION

- MBA in International Business

Aug 2015- Jan 2018

St. Antony's College Ponkunnam

University: University of Bharathiyar

Score : Second Class

- B.Sc in Electronics with Computer Hardware

July 2008 –March2011

MES College, Erumely

University: University of Mahatma Gandhi

Score : Second Class

- Microsoft Certified Systems Engineer (MCSE)

Sathom Institute for professional Studies, Mundakkayam

- Diploma in Financial Accounting

TCIL IT – Computer Education and Training Division, Ponkunnam

I have successfully completed Diploma in Financial Accounting from TCIL IT, a Government of India Enterprise under ministry of communication and information technology, New Delhi.

PERSONAL INFORMATION

- Age : 31
- Gender : Male
- Marital Status : Married
- Nationality : Indian
- Languages Known : Arabic , English , Malayalam

REFERENCE

References available upon request

DECLARATION

I hereby declare that all the information furnished above is true to the best of my knowledge.

Date :

Place :

Kurain Thomas