

ABILAJ ARJUN



CONTACT

Permanent Address:

Thekkedath (H)
P.O Engandiyur, Thrissur
Kerala, India, 680 614.

Phone:

+971 556556245 (UAE)

Email:

abilajarjun@gmail.com

LinkedIn Profile

<http://www.linkdein.com/in/abilaj-arjun-099a93128>

PERSONAL DEATAIL

Name: Abilaj arjun

Date of birth: 15-june-1988

Religion: Hindu

Gender: Male

Marital status: Single

Nationality: Indian

LANGUAGES

- Malayalam-Native
- English-Fluent
- Hindi- Fluent
- Tamil- Fluent
- Arabic- Intermediate

OBJECTIVE

The professional approach is to obtain a challenging position in an organization which will allow me to contribute to the success of the organization through my knowledge, education, skills and experience acquired. One of the career goal set is to reach a key position in Marketing & Administration of an organization and by achieving this goal in turn would be able to upgrade my knowledge from time to time. Strong interpersonal and communication skills with a demonstrated ability to develop and maintain sound business relationships. Committed to performing professionally and effectively to contribute to the success of the company.

WORK EXPERIENCE

Account Manager, Lalizas Middle East, Dubai – U.A.E September 2019 - till date

Duties & Responsibilities

- Undertaking regular contacts and visits to the existing customers and exploring new customers and distributors.
- Issuing records for each contact and visit showing date, time and subject discussed.
- Preparing weekly statements for all inquiries, offers and order concerning the Company's business.
- Presenting, promoting and selling products/services using solid arguments to existing and prospective customers.
- Performing cost-benefits and needs analysis of existing/potential customers to meet their needs.
- Preparing and sending quotations to the clients by using B2B platform.
- Arranging/Sourcing items locally if required.
- Credit issuance, control and payment follow up if necessary.
- Establishing, developing and maintaining positive business and customer relationships and expediting the resolution of customer problems and complaints to maximize satisfaction.
- Achieving agreed upon sales targets and outcomes within schedule and coordinate sales effort with team members and other departments.

SKILLS

- Analytical Ability
- Planning & organization
- Service Orientation
- Concise communication
- Active listening & responsiveness
- Understanding the buyer
- Leadership
- Sales & marketing
- Administration
- Presentation & proposal
- Complex Negotiations
- Problem solving
- Relationship building
- New account development

DRIVING LICENSE

- Two & four wheeler- India
- Four wheeler – Qatar
- Four wheeler – UAE

COMPUTER SOFTWARES

- MS OFFICE (Word, Excel, power point)
- B2b Online portal
- Presentation (powerpoint, keynote)
- Communication & collaboration tool
- Data base management system

BRAND MANAGER (Gewiss) for Al Feroz Intl. April 2015- Jan 2019

A company which is one of the major distributor in Qatar in marine field and technical services

Duties & Responsibilities

- Provided product management expertise, advising marketing manager and corporate management on brand positioning, marketplace research and consumer research.
- Successfully developed and launched 3 new products that increased market share from 10% to 25%.
- Developed a short and long term business plan for the brand that addressed product holes, new markets, distribution strategy and profit estimates.
- Developed dealer and end-user marketing collateral and programs that promoted the value proposition.
- Initiated new sales coverage strategy with the support of sales management that added \$2M+ of new distribution business within a year.
- Worked closely with global managers to ensure brand was effectively penetrating international markets.

Sales Engineer for Fancy Electricals -Doha Qatar, Oct-2013to Mar-2015

A Company which is a major player in the local market in the sales of low voltage to the manufacturing as well as various sectors in Qatar.

Duties & Responsibilities

- Maintain and develop good relationship with customers through personal contact or meetings or via telephone etc.
- Must act as a bridge between the company and its current market and future markets.
- Display efficiency in gathering market and customer info to enable negotiations regarding variations in prices, delivery and customer specifications to their managers.
- Help management in forthcoming products and discuss on special promotions.
- Review their own performance and aim at exceeding their targets.
- Record sales and order information and report the same to the sales department.
- Provide accurate feedback on future buying trends to their respective employers.

ACADEMIC QUALIFICATIONS

- Diploma in Electrical Engineering
- Bachelor of business management

REFERENCE

- **Vineeth Vijayan**
Key account manager
Lailizas Middle East
Mobile: +971544410930
- **Jabir Aboobaker**
Sales Manager (Qatar & Saudi)
Mobile: +97455808970
Email: jabir.aboobacker@gewiss.ae
- **Shaji PA**
General Manager
Fancy Electricals & Trading
Mobile: +97433164049
Email:fancelectricals@gmail.com

DECLARATION

I hereby declare that the information provided above is true and known to knowledge. I request you to kind enough to give an opportunity to serve your esteemed organization. In the capacity mentioned above, for which act of kind, I shall be very thankful and grateful to you.