

MANIKANDAN UNNI AK



CONTACT

Al Fahidi, DUBAI

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PERSONAL DETAILS

Nationality: India

Date of Birth: 25/01/1996

Marital Status: Single

Passport No: R4122812

Visa Status: visiting

Expiry Date: 5/04/22

CAREER OBJECTIVE

Globally focused technical graduate, with string awareness of complex technology processes and systems. Track record for outstanding leadership, excellent communication and strong work ethics. Wish to be an integral part of an organization where I can enhance my skills and knowledge to become an astute Engineer.

WORK EXPERIENCE

SALES OFFICER - SINCERE EXTRACTIONS LLP

Kadampuzha, Malappuram, Kerala
India

- Research customer volatility, consumer interest, seasonality & forecasting reports to develop sales goals that are realistic and measurable.
- Oversee six area sales representatives and help them identify areas of improvement, assess team performance set goals & realize potential leads & opportunities
- Lead monthly training for Sales representatives to talk about important topics such as pitch delivery, customer need assessment upselling techniques & lead connection techniques.
- Accurate completion of all sales-related documentation to close the sales.
- Monitoring the company's schemes the sample of new product delivery in the market
- Appointment of distributors\sub distributors in the vacant area.
- Visiting the market of a sub-distributor and generating the secondary sales through the dealer, sub-dealer on an FGP basis.

SALES EXECUTIVE – AVB FOOD PRODUCTS

Palakkad, kerala INDIA

- Generating leads through cold calling & networking
- Exceeded personal and corporate sales goals.
- Negotiated all contracts with prospective clients.
- Prepared weekly and monthly reports.
- Understood and promoted company programs.
- Prepared and submitted sales contracts for orders.
- Visited clients and potential clients to evaluate needs or promote products and services.
- Maintained client records.
- Answered client questions about credit terms, products, prices & availability

CUSTOMER SERVICE ENGINEER- SARK CABLES PVT LTD.

Kanjikode, kerala INDIA

- Work with customers to resolve pre/post-launch issues and manage customer expectations.
- Defining and improving engineering processes to increase product quality & team efficiency.
- Perform a full range of maintenance on assigned products, including technical diagnostics, installation, and call assistance

SKILLS AND COMPETENCES

Ability to maintain the confidentiality of all data

Effective level in MS office suite (Word, Excel, Powerpoint)

Solid works

Efficient In all the operating systems

Ability to make the checklists

Good communication and interpersonal skills

LANGUAGES

English
Hindi
Malayalam
Tamil

MEMBERSHIPS

National Service Scheme

REFERENCE

Pramod R
Regional sales manager
Sincere extractions llp.
Kadampuzha kerala, INDIA
Ph: +91 7012915883

- Cultivated customer loyalty and promoted customers and improved sales

PRODUCTION SUPERVISOR – PEPS INDUSTRIES PVT LTD.

Coimbatore, TamilNadu INDIA

'Managed the Daily operation like overseeing two production shifts of 20 personnel each.

- Managing and improving production processes to enhance product quality and maximize efficiency
- Identifying problems in the production process.
- Control inventory IN and OUT of the warehouse.
- Identify product workflow and coordinate with all other departments.
- Achieved excellent productivity, quality, and safety through both individual and team contributions.
- Perform routine maintenance of machinery and administrative duties.
- Lead training sessions and implement initiatives for process improvement
- Managed the daily operations.

EDUCATION

BTECH - MECHANICAL ENGINEERING

2014 – 2018 UNIVERSITY OF CALICUT KERALA, INDIA

HIGHER SECONDARY EDUCATION

2012 – 2014

Kerala board examination.
P M G H S School Palakkad
Kerala INDIA

SECONDARY SCHOOL LEAVING CERTIFICATE

2011-2012

Kerala board examination.
MESEMHS School palakkad
Kerala INDIA

INTERNSHIP EXPERIENCE

- **FLUID CONTROL RESEARCH INSTITUTE** (Government of India).
- **HMT Machine Tools Limited** Kalamassery, Kerala, India

DECLARATION

I hereby declare that the information provided above is true to best of my knowledge and belief.

Date: 13/01/22

Place: Al Fahidi, Dubai

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