





EDUCATION

Bachelor of Arts – 2003 University of Mumbai, India.

CONTACT

 00971526338013

 1981.rahul@gmail.com

 [linkedin.com/in/rahul-radhakrishnan](https://www.linkedin.com/in/rahul-radhakrishnan)

EXPERTISE

Long Term Customer Relationships

Advertising Sales Expert

Events Sponsorship Champion

Exhibition/Awards Package Specialist

Transportation Business Development

Warehousing 3PL Sales

Building Customer Database

RAHUL ACHOTH

Business Development / Key Account Manager

Profile:

Seasoned sales professional with more than 17+ years of experience in UAE and Oman. Seeking assignments in Business Development/Sales/Key Account Management/Advertising/Logistics, highly motivated leader who aims to drive business, extensive market knowledge of UAE and Oman, strong customer relationships, accustomed to work in fast pace dynamic environment.

WORK EXPERIENCE:

Key Account Manager – Mazrui International – Transafe Logistics
Feb 2021 – Till Date

1. Servicing existing and building new customers related to transportation, warehousing, and shipping.
2. Building client base from oil and gas, FMCG, construction, chemicals, pharma, helium and cryogenic, etc...
3. Participating and visiting events related to logistics for networking, building long term relationship, brand awareness for the firm etc....
4. Proposal making, technical submission related to proposals, follow ups, customer visits on a regular basis, closing deals.

Business Development Manager • Tristar Group – (UAE and Oman)

Apr 2018 to Dec 2020 – 2 years & 8 months

1. Prospective customers for transportation, warehousing and handling their queries.
2. Approaching oil and gas companies, chemicals, cement, for transport business and for their storage
3. Visiting events related to logistics and networking.

ACHIEVEMENTS

. Successfully organized & sold sponsorship, awards, corporate tables, workshops, exhibition stalls for OER business event 2016 in Oman & other events for UMS.

. Conceptualizing & implementing promotional activities for re-brand visibility & distribution for Oman Economic Review – leading business magazine, Oman.

. Initiated & closed deal with participating in GASTEC Exhibition 2021 for Transafe Logistics in Dubai, UAE.

. Completed LinkedIn courses with certificates for Project Management Foundations: Communication, Google Digital Garage and Excel Essential Training Office 365.

. Pitched, serviced & closed around 30 to 35 customers in media, advertising for 13 years in Oman for Print, Events, Exhibition and Digital with continuous good relationship with customers and still doing same in Dubai, UAE.

LANGUAGES

English
Hindi
Marathi
Malayalam

PERSONAL

Date of Birth: 8th Oct 1981
Nationality: Indian
Marital Status: Married
Driving License: UAE & Oman

4. Proposal making, technical submission related to proposal, preparing invoice and follow up on payments when required.
5. Customer relationship with BASF, ENOC, Lafarge, Shell, French Army

Senior Advertising Manager - United Media Services LLC – Muscat, Oman - Oct 2012 to March 30th 2018 – 5 years & 5 months

1. Space selling and online selling for a monthly No. 1 Business Magazine OER (Oman Economic Review). Also, for AIWA, OGR, Signature, Al Mara, OMAN & Progress.
2. Working and managing a team of 2-3 people.
3. Selling event sponsorships, servicing customers, providing opportunities for their brands for all United Media Services corporate, business, and lifestyle events.
4. Relationship building with existing clients and creating new business opportunities.
5. Created one of the first digital campaigns for BP with OER, AIWA and OGR digital platforms and social media posts done in Facebook & Twitter.
6. Special project for a leading real estate project of PDO of 50 pages made on Ras Al Hamra.
7. Special quarterly print projects like Education Review, Tee Time, Perspective single handedly.

Senior Advertising Executive - Apex Press and Publishing – Muscat, Sultanate of Oman - July 2005 to August 2012 – 7 years

1. Space selling for No. 1 tabloid of the country 'The Week'. (Display and classifieds)
2. Also contributed in coffee table book - Tribute, business magazine – Business Today.
3. Collection of advertisements from prospective customers.
4. Attend customer queries.

References:

1. Mr. Dayanand Tambekar – GM – Tristar (Now Shell India) – GSM: 0091 – 9167200520
2. Mr. Fakhereldin – CFO - Lafarge Group (Dubai) – GSM: 00971 - 525436181
3. Mrs. Mohana Prabhakar – CEO – Apex Press and Publishing – Oman – GSM: 00968 - 99367649
4. Mrs. Addila Habeeb – Marketing Manager – Al Yousuf Group – GSM: 00971 - 502956252
5. Mr. Girish Nair – Project Sales/Technical Consultant – Geberit – GSM: 00971 - 551629396