

SHYAMKUMAR GOPALKRISHNAN

A-11, 102, Tulsi Puja, Near Wayle Nagar, Khadakpada, Kalyan, INDIA 421301
+917400463287 | simplymailshyam@gmail.com | Passport No. P0969957 Validity: 21st Mar, 2026

Resume Objective

An organized and creative professional with proven marketing skills and a desire to learn more. Possess 5+ years of experience working for a diverse group of organizations and clients & overall experience 9+ years. Looking to utilize my existing skill set to increase company profitability.

Work Experience

Silverline Industrial Engineering International LLC, UAE, OMAN & INDIA

December 2015 – Present

Commercial & Technical Sales

- Prepare sales presentations or proposals to explain product specifications or applications.
- Contact new or existing customers to discuss how specific products or services can meet their needs.
- Quote prices, credit terms, or other bid specifications.
- Negotiate prices or terms of sales or service agreements.
- Answer customers' questions about products, prices, availability, or credit terms.
- Inform customers of estimated delivery schedules, service contracts, warranties, or other information pertaining to purchased products.
- Complete expense reports, sales reports, or other paperwork.
- Maintain customer records, using automated systems.

Yantriq Systems Private Limited, Mumbai

November 2014 – November 2015

Purchase Executive

- Represent companies in negotiating contracts and formulating policies with suppliers.
- Review purchase order claims and contracts for conformance to company policy.
- Maintain records of goods ordered and received.
- Prepare and process requisitions and purchase orders for supplies and equipment.
- Locate vendors of materials and interview them to determine product availability and terms of sales.

Muthoot Finance, Mumbai

July 2012 – October 2014

Account Executive

- Reconcile records of bank transactions.
- Reconcile or note and report discrepancies found in records.
- Calculate and prepare checks for utilities, taxes, and other payments.
- Calculate, prepare, and issue bills, invoices, account statements, and other financial statements.
- Receive, record, and bank cash, checks, and vouchers.
- Debit, credit, and total accounts using specialized accounting software.
- Prepare bank deposits by compiling data from cashiers, verifying and balancing receipts, and sending cash, checks, or other forms of payment to banks.
- Operate computers programmed with accounting software to record, store, and analyze information.
- Perform personal bookkeeping services.

Education

Amity University, Dubai

Certificate, Digital Marketing, 8.6 GPA

June 2019 – November 2019

Mumbai University, Mumbai

Bachelors, Commerce, 6.5 GPA

June 2012

Pune Board

HSC, Commerce, 6.5 GPA

June 2009

Pune Board

SSC, 5.5 GPA

June 2007

Skills

- Direct Selling
- Lead Generation
- New Product Development
- Sales Management
- Cold Calling
- Business Development
- Technical Sales
- Quotations
- Inventory Management
- Purchasing
- Invoice Processing
- Expense Reports

Computer Skill

- CRM
- Ariba SAP
- AutoCAD
- MS-Office

Certificates

- Digital Marketing (2019)
- Civil Defence Corps (2007)

Professional Links

LinkedIn – <https://www.linkedin.com/in/ishyamkumar/>

Personal Data

- Date of Birth – 06th October, 1991
- Marital Status – Married
- Language - English, Hindi, Marathi Malayalam & Tamil

Date – 05th October, 2021

Place: Mumbai.

Reference: To be submitted on demand

(SHYAMKUMAR GOPALKRISHNAN)