



RAYEES. M

SALES & MARKETING



+971 564681909



rayeesmannil@gmail.com



Rashidiya, Ajman, UAE

CAREER ABRIDGEMENT

Seeking a position as a Sales Executive where I can effectively utilize my selling prowess and positive attitude to bring about sales increases. Possess 10+ years of experience in Sales & marketing.

KEY SKILLS

Customer service Data Management. Hardworking
Excellent communicator Team player Cold Calling
Negotiation Social Media Marketing
Poster Creation Product Promotions

EMPLOYMENT CHRONICLE

SALES MANAGER | Jul 2020 – Aug 2021

SM STORE (Natural Stone & Steel Door Seller) INDIA

- Determines annual unit and gross-profit plans by implementing marketing strategies; and analysing trends and results.
- Establishes sales objectives by forecasting and developing annual sales quotas for regions and territories; and projecting expected sales volume and profit for existing and new products.
- Implements national sales programs by developing field sales action plans.
- Establishes and adjusts selling prices by monitoring costs, competition, and supply and demand.

JUNIOR HEALTH INSPECTOR | Mar 2019 – Jun 2020

KALPETTA MUNICIPALITY, KERALA, INDIA

MARKETING MANAGER | Sep 2017 - Feb 2019

PETRA GALLERY (Natural Stone & Steel Door Seller) INDIA

- Partnered with sales representatives during customer consultations to build agency and customer relations
- Secured branded product sales, driving marketing strategies to maximize outreach.
- Sharing product knowledge to Sales Representatives (Granite, landscape stones)

ACCOUNTANT & BRANCH ADMIN | Jan 2013–Jul 2017

STAR ONE DIESEL TRADING LLC, AJMAN UAE

- Maintained up-to-date knowledge on permits, certificates and documents mandatory for government departments
- Completed daily accounting tasks and balancing Cash Register.
- Analysed monthly balance sheet accounts for corporate reporting.
- Monitor fleet oil tankers activity, evaluate and drive operation performance through IVMS System.

ADMIN & SALES MANAGER | Jun 2010 – Dec 2012

NOKIA EXCLUSIVE SHOWROOM, INDIA

- Liaised with sales, marketing, technical service and customer relations to drive on-time, under-budget project completion
- Strengthened profit opportunities by effectively managing time and resources to meet sales objectives.

ADMIN & SALES MANAGER | Jun 2007 - May 2010

THOMSON COMMUNICATIONS, FRANCHISE OF IDEA CELLULAR LTD, INDIA

- Initiated and elevated new business opportunities by implementing effective networking strategies.
- Obtained documents, clearances, certificates, and approvals from local, state, and federal agencies.

BUSINESS DEVELOPMENT OFFICER | Apr 2005-May2007

BEE & BEE GROUP, RELIANCE INDIA FRANCHISEE, INDIA

- Promoting Sales of Reliance telecom products. Prepaid & Post-paid Mobile Connection, Land Lines, Coin booths, STD, Booths etc

ACADEMIC CREDENTIALS

- **Diploma in Sanitary Inspectors Course | 2004**
All India Institute of local Self Government
- **PLUS TWO | 2003**
Board of Higher Secondary Examination Kerala.
- **Secondary School Leaving Certificate | 2001**
Board of Public Examination, Kerala

COMPUTER PROFICIENCY

Microsoft Office (Excel, Word etc...)

PERSONAL DOSSIER

Gender : Male
Date of Birth : 16/05/1985
Nationality : Indian
Marital Status : Married

LANGUAGE KNOWN

English 95%
Hindi 90%
Malayalam 100%
Arabic 50%

VISA STATUS

Visit Visa
Valid Till : 20/12/2021