

# ARUN C ABRAHAM



## About Me

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6 Year + Total Experience



NOVEMBER 20, 1991



Ajman, UAE



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## Marketing and Sales Professional

Well Qualified, matured, confident, motivated professional possessing extensive experience in various aspects of sales and marketing which includes 5 years as Sales Executive at Titan GT (UAE) and 1.5 year as Senior Relationship Manager in ICICI Securities ( India ) . Expertise Operations and Customer Service and professional in sales & marketing (Indoor – Outdoor) and coordinator. Proven track record for meeting and exceeding expectations while working within strict guidelines. Responsible & Reliable, Trust Worthy, Competitive with excellent perks. Ability to work independently or cooperatively as part of a team to achieve Company's Goals.

### COMPETENCIES:

- # Sales & Marketing
- # Export Sales
- # Business Development
- # Product Management
- # Brand Management
- # Retail Management
- # Market Research & Analysis
- # Business Strategy Planning & Execution
- # Customer Service
- # Channel Sales
- # B2B And B2C



## Career Highlights

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### **Current Company – Titan General Trading , UAE.**

**Company Profile** - Titan GT specializes in the design and supply of high quality Electrical , MEP , cable management solutions and systems . Distributors of some international brands of GI Pipes & fittings, SS Bands, SS Ties & buckles , GI and PVC Cable Trays , Trunking , C-channels etc .

Tenure – May 2017 to Till Date ( 5 + Years )

#### **Designation – Sales Executive (UAE)**

Currently as Sales Executive and Dealing with most of the construction companies, Contractors , Distributors , Sub-distributors, Fit out Markers, Traders, Interior designers , exhibition cum event management stand builders , Architectures, engineers and consultations in Dubai , Sharjah & Ajman.

#### **Duties & Responsibilities**

- Maintaining and increasing sales of company's products in different segments including, Projects , Retail & Exports.
- Cold calling the new customers and visiting the new sites / project to develop the relation and database updated to company record.
- Visit contractors , consultants , MEP contractors and traders in order to have the Company's products specified and approved for the projects and converting to sales closure.
- Maintain and develop relationships with existing customers in person and via direct visit, telephone calls and emails.
- Coordinating with contractor's / client representatives to participate during the tender process of the project, and submitting the quotations and following with all parties to get orders.
- Submitting the Material submittal & samples for clients/ contractors / MEP as per project specification and following to get the orders.
- Preparation of documents such as Cost sheet, Proforma Invoice, Import & Export documents, shipping instructions etc for export sales.
- Coordinating with company shipping department for material delivery on time to project as agreed date with client representative.
- Coordinating with company accounts departments to prepare the invoices submitting to client and follow up for payments collection.
- Ensure that all worthwhile projects and leads are listed, visited and followed up with offers, demos, samples and negotiations.
- Address technical queries from customers preparing quotation, follow up for the positive deal, ensuring on time delivery of the received order by generating sales order, getting invoiced and most important to follow up for the payment to get within limited time frame as assured by the customer.
- Exploring and identifying further market potential for the products meeting with new clients maintaining old lead at the same time.

- Preparing the weekly / monthly sales report and analysis for manager. Following daily basis pipeline process to achieve the targets.
- Regularly achieving sales targets thereby attaining company objectives.

## **Previous Company – ICICI SECURITIES LTD, India**

**Company Profile** - ICICI Securities Ltd, a subsidiary of ICICI Bank, India's largest private sector bank, is an integrated securities firm offering a wide range of services including investment banking, institutional broking, retail broking, private wealth management, and financial product distribution. ICICIdirect.com, the financial investment portal from ICICI Securities is a market leader in financial product distribution in India.

**Tenure** - 1.5 Years

**Designation** – **Senior Relationship Manager (India)**

### **Job Profile-**

- ☐ Act as a customer relationship manager for HNI clients
- ☐ Upselling and cross selling different financial products according to customers requirement
- ☐ Advising and preparing financial planning to existing customers and helps them to achieve their financial goals.
- ☐ Assess sales performance according to KPIs
- ☐ Performing sales presentations.



## **Education**

Field	Board/College	Graduation Year
MBA (Marketing and Finance)	DC School of Management and Technology, MG University	2015
PGDM (Banking And Insurance)	Annamalai University	2014
BBA	Kuriakose Gregorious College, MG University	2013



## **Additional Activities**

### **Trainings attended**

- Digital Marketing – Google Certified (Certificate ID – HYS 4YQ 955)
- Hubspot CRM
- Inbound Sales and Marketing – Hubspot Training
- Banking-Wealth Management (Equity , Mutual fund , Insurance , Portfolio Management)
- Email Etiquette Training Programme.
- Advanced Outlook and Excel training.
- Certified in MS office and Internet.

## Skills

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- ☐ Hubspot – Inbound Marketing & Sales Software
- ☐ Microsoft Excel / Outlook
- ☐ Mobile CRM
- ☐ MS Office and Internet

## Languages

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- ☐ English ( Read , Write , Speak )
- ☐ Malayalam ( Read , Write , Speak )

## Personal Details

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Age & Date of Birth	:	29 years, 20-11-1991
Marital Status	:	Single
Sex	:	Male
Nationality	:	Indian
Passport Details	:	Passport No: M5949071 Date of Expiry : 26/01/2025

### Declaration

I, Arun C Abraham, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

**ARUN C ABRAHAM**