



UNNI K S

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OBJECTIVE

Obtain a challenging leadership position applying creative problems solving and lean management skills with a growing company to achieve optimum utilization of its resources and maximum profits.

SKILLS

- Willingness to learn, quickly to learn technologies
- Very good listener
- Ability to work under pressure
- Prioritizing and Managing Multiple tasking
- Executing Process Improvement Initiative
- Flexibility and Fastener
- Team Leadership

COMPUTER SKILLS

- MS Excel
- MS Word
- MS PowerPoints

LANGUAGE

- English
- Hindi
- Malayalam

Experience

NIPPON MOTOR CORPORATION PVT LTD

- March 14, 2019 to January 15 2021

SALES EXECUTIVE (BACK-OFFICE EXECUTIVE)

- Responsible for developing a plan to achieve sales target.
- Responsible for carrying out prospecting calls.
- Responsible for establishing and managing relationships with customers in need of the firm's freight transportation services.
- Maintain consistently positive interactions to nurture customer relationships.
- Take ownership of customer issues and follow-through till resolution.
- Represent the firm in negotiating and building relationship with shippers and carriers.
- Responsible for aiding successful pick-up and delivering, and over the road assistance while customers' freight moves across America's motorways.
- Perform Cold-calling and work to build a book of businesses.

EDUCATION

- B A HINDI-2019
M g university
St Thomas College
Kozhencherry
- PLUSE TWO-2016
Kerala
St Thomas Higher Secondary School
Kozhencherry
- SSLC-2014
Kerala
St Thomas Secondary School
Kozhencherry

KEYS SKILLS AND COMPETENCIES

- Active Team Leader
- Execution of operations

PASSPORT DETAILS

Passport Number: U2748023

Date of Issue: 12/02/2021

Date of Expiry: 11/02/2031

DECLARATION

I hereby declare that the above all statements are true and correct in my knowledge and belief.

UNNI K S