



## CONTACT ME AT

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## SKILLS SUMMARY

- Research Skill
- Decision making Skill
- Leadership Skill
- Convincing and Presentation Skill

## LANGUAGES

ENGLISH

MALAYALAM

## INTERESTS

AUTOMOBILE ENTHUSIAST

SINGING

EXPLORING NEW INNOVATIONS IN  
AUTOMOBILE

# SALMAN FARIS OP

## PERSONAL PROFILE

I am an MBA graduate having work experience in Sales and Market Research. Along with the strength in team Leadership, Communication, Presentation and Convincing skills.

## EDUCATIONAL HISTORY

### Master of Business Administration

Farook Institute of Management Studies  
2018 - 2020

### Bachelor of Commerce

Silver Arts and Science College  
2014 - 2017

## WORK EXPERIENCE

### Sales Executive

Kia Motors | Feb 2021- present

- Analyze customers needs and wants to effectively recommend corresponding products and services.
- Inform customers about special Promotions and Current Sales.
- Negotiate fair and profitable transactions with customers.
- Maintain current knowledge of competitors' offers and sales tactics.

### Market Researcher

Star Bags | 09/2019 - 10/2019

- Market Research
- Data Entry
- Field Survey
- Data Analysis

### Management Intern

Reliance Trends | 09/2019 - 10/2019

- Customer Relations
- Inventory Management
- Sales

## KEY STRENGTH

HIGHLY SELF MOTIVATED, HARDWORKING AND TEAM PLAYER.

EXCELLENT ORGANISATIONAL SKILLS AND POSITIVE ATTITUDE.

COMPREHENSIVE PROBLEM SOLVING CAPABILITIES, ABILITIES TO LOOK BEYOND THE ORDINARY.

LEADERSHIP SKILL TO SET GOAL AND PERFORMANCE EVALUATION.

CONVINCING AND PRESENTATION SKILL.

## PROJECTS

DONE A PROJECT ON TOPIC "A STUDY OF FACTORS INFLUENCING THE CONSUMER PREFERENCE OF PASSENGER CAR WITH SPECIAL REFERENCE TO AMANA TOYOTA CALICUT".

DONE A PROJECT ON TOPIC "E - GOVERNANCE IN AKSHAYA WITH SPECIAL REFERENCE TO NOCHAD GRAMAPANJAYATH".

## ACHIEVEMENT

TALLY ERP 9.0 AND MICROSOFT EXCEL 2018

ACTIVE MEMBER IN NATIONAL SERVICE SCHEME (2014-2017).

PARTICIPATED IN TRIBUTE TO TRAFIC POLICE CAMPAIGN BY FIMS, FAROOK COLLEGE.

SCOREBOARD CONTROLLER, CANVAS 2K19 NATIONAL LEVEL MANAGEMENT FEST CONDUCTED BY FIMS, FAROOK COLLEGE.

## TRAINING

1 WEEK OUTBOUND TRAINING AT FALCON ADVENTURE ACADAMY, BANGALORE.

COMPLETED 40 HOUR ONLINE COURSE ON THE TOPIC "THE FUNDAMENTALS OF DIGITAL MARKETING" PROVIDED BY GOOGLE.

ATTENDED A SESSION IN UKM BUSINESS SCHOOL, MALAYSIA AS A PART OF INTERNATIONAL STUDY TOUR.

ONE DAY TRAINING PROGRAM CONDUCTED BY AIMA (SHAPING YOUNG MINDS).

## REFERENCE

### Mr Fayas

Store Manager -Reliance Trends  
PH:6238812524

### Mr Ahmed Riaz

Deputy Director of FIMS Calicut  
PH:9446477340

### Prof. Irshadul Islam C. A

Entrepreneur  
PH:7293206955