

Harikrishnan Sasidharan



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Profile

A hard-working, knowledgeable and target-oriented Sales Profession with an extensive successful sales record. Builds and maintains a loyal client base through strong relationship-building skills, and excels at devising Strategies for increased sales.

Key Competencies

Comprehensive problem solving skills.
Good centered behavior.
Willingness to learn.
Ready to adopt for any changes, positive attitude and interactive with people.

PROFESSIONAL PROFILE

Job Title : SALES EXECUTIVE | From May 2018 till date.
Company : AL JABER (AJECOBOND ALUMINIUM COMPOSITE PANEL)
Location : Abu Dhabi

Job Responsibilities:-

- Actively seek out new sales opportunities inside the UAE and other countries also.
- Set up meetings/ cold calling with potential clients and listen to their wishes and concerns.
- Prepare and deliver appropriate presentations on products/ services.
- Create frequent reviews and reports.
- Negotiate/close deals and handle complaints or objections.
- Collaborate with team to achieve better results.

Job Title : SALES EXECUTIVE | Dec-2016 to April-2018
Company : SAEED AL ZAABI GENARAL TRADING (BUILDING MATERIALS)
Location : Abu Dhabi

Job Responsibilities:-

- Organizing routine sales visits in building materials shop and assigned construction companies in Abu Dhabi
- Build trusted and strong relationship with customers and prospects
- Developed strategic sales initiatives that grew the company hold on critical market share located in western area in Abu Dhabi and strategized sales territory that lay dormant for more than 1year
- Payment follow up and control outstanding for smooth supply
- Establishing new business, maintaining accurate records and reviewing sales performance

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Job Title : SALES ASSOCIATE | Mar-2014 to Aug-2016
Company : DU Telecom (KOOHIJI GROUP, DUBAI)
Location : Dubai

Job Responsibilities:-

- Identifies business opportunities by identifying prospects and evaluating customer needs and wants
- Creating new postpaid customers and make sure their satisfactions.
- Provide customers with information on daily deals and promotions
- Explain product features and warranty agreements
- Ensure high levels of customer satisfaction through excellent sales service
- Maintain in-stock and presentable condition assigned areas

Van Sales Executive (April 2016 – Aug 2016)

- To sell the company product (I phone, Lenovo, CAT phones, Du sim cards and recharges)to our current and potential customer and Identify new account opportunities
- Provide information to retailers on daily deals and promotions
- Explain product features and warranty agreements
- Ensure sales route is followed diligently and Maintain in-stock in presentable condition
- Cash sales collection and on time submission
- Build productive trust relationships with retailers by providing support and information and guidance and recommending new opportunities

Job Title : TERRITORY SALES EXECUTIVE | Jul-2012 to Feb-2014
Company : IDEA CELLULAR LTD (ADITHYA BIRLAGROUP)
Location : KERALA, INDIA

Job Responsibilities:-

- Responsible for achievement of sales target in the assigned area.
- Do Network planning & site prioritization keeping in mind topography of the area & the market potential in order to increase market share.
- Focusing on Quality customer acquisition and building company market share through aggressively targeting new customers on gross
- Ensure timely claim settlement of channel
- Maintaining adequate inventory at channel & meet merchandising norms.
- To develop strong relationships with channel partners through effective implementation of trade loads and Dealer education programs in coordination with circle marketing time
- Ensure that the dealers/ retailers maintain adequate stocks of all company products and merchandise as per norms.
- Performing Key outlet management

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ACADEMIC CREDENTIALS

Master of Business Administration (MBA - Marketing)

Name of the Institute: A J Institute of Management
Educational Board: Mangalore University, India
Year of Passing: 2012

Bachelor of Business Management (BBM)

Name of the Institute: Taliparamba Arts & Science College
Educational Board: Kannur University, India
Year of Passing: 2010

ACADEMIC PROJECTS UNDERTAKEN

Main Project: Competitive Analysis about the Rubco Mattress, From Dealers Perspective, Rubco Co-op Ltd, Kerala

Mini project: MNP Promoter in Idea Cellular Ltd

SOFTWARE CREDENTIALS

- MS Office (Word, Excel, Power Point), Internet and other tools.

PERSONAL SKILLS

- Comprehensive problem solving ability
- Good centered behavior
- Willingness to learn
- Ready to adopt for any changes, Positive attitude, interactive with people.

PERSONAL DETAILS

Date of Birth - 20-02-1989
Nationality - Indian
Marital Status - Married
Language Known - English, Hindi & Malayalam
Passport No - L2804158

UAE Driving License No: -3648607

Expiry date -23/03/2026

REFERENCES: Will furnished upon request

DECLARATION

I hereby declare that the information furnished above is true to the best of my knowledge.

Harikrishnan. S