***PETER STEPHAN TM***

***E-Mail: peterstephan111@gmail.com***

***Mobile: 7907779457***

***CAREER OBJECTIVE***

*To obtain a long-term career with a professionally managed organization, where my knowledge and skills can be utilized by the organization and simultaneously help me grow both professionally and personally in the organization through training, exposure and guidance and be rewarded and also to enhance my skills enabling to further upgrade my contribution to the organization.*

***ACADEMIC CREDENTIALS***

* ***Bachelor of Commerce****, MG University, Kerala, India (2011-2014)*
* ***Plus Two****, State syllabus, Ernakulum, Kerala, India (2009-2011)*
* ***SSLC****, State syllabus, Ernakulam, Kerala, India (2009)*

***ABILITIES***

* *Ability to create and maintain effective business relationship with customers.*
* *Ability to work flexible hours.*
* *Excellent interpersonal and coordination skills.*
* *Hardworking, perseverance in work related problems, punctual, enthusiastic.*

***Computer Skills and Technical Education***

* *Microsoft Office (MS PowerPoint, Excel), Internet & Email*

***LINGUISTIC PROFICIENCY***

* *English*
* *Malayalam*

***PROFESSIONAL EXPERIENCE***

***PAYTM Cochin (2015-2016)***

***1+ year*** *experience in PAYTM as a Sales Executive.*

*Job Profile:*

* *Providing product information to the customers.*
* *Responsible for assigned sales targets (monthly, quarterly and annually).*
* *Goals set for centres month on month, maintaining relationship with target customers, customer service, ensuring high rate of return on investment, sales support and sales.*
* *Maintain good relation with client.*
* *Communicate with existing clients to resolve their queries and problems and to generate new leads.*
* *Train new recruits and develop strategies with the sales manager.*

***Scientific Medical Equipments Kerala PVT LTD (2016-2019)***

***3+ years*** *experience in as a Scientific medical equipment Kerala PVT LTD Marketing Executive.*

*Job Profile:*

* *Responsible for providing information on company products to clients.*
* *Responsible for attending sales meetings and training programmes.*
* *Work with sales manager to developing marketing strategies.*
* *Implementing strategies to increase sales.*
* *Responsible for delivering product catalogs.*
* *Responsible for regularly reporting to management.*

***Quikr India PVT LTD (2019-2021)***

***2+ years*** *experience in as a Quikr Jobs Key Accounts Manager (KAM).*

*Job Profile:*

* *Building trust between the key clients and the company.*
* *Resolving client issues and concerns.*
* *Working to develop new marketing strategies.*
* *Expanding network and bringing in new clients.*
* *Collaborating with sales team to maximize company profits.*
* *Adhering to strict timelines and regularly reporting to management.*

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| ***Personal Details*** | |
| *.Father’s Name* | *Mathew TA* |
| *.Date of Birth* | *May 28th 1993* |
| *.Gender* | *Male* |
| *.Religion* | *Christian* |
| *.Languages Known* | *English, Malayalam* |
| *.Marital Status* | *Single* |
| *.Permanent Address* | *Thaikkuttathil (H), Mythri nagar road, Vaduthala, Ernakulam…*  *Cochin- 682023* |
| *.Reference* | *Basil* |
|  | *…… Manager* |
|  | *…… QUIKR INDIA PVT LTD* |
|  | *… … Ph: 7907753325* |

***DECLARATION***

*I hereby declare that the above information given by me is true to the best of my knowledge and belief.*

*Place: Ernakulam*

*Date: 06/01/2022 PETER STEPHAN TM*