



JACKSON .P

Address: Perumthottathil (H) near Aroli School, Aroli PO, Pappinisseri, Kannur

Phone: +91 8848916680

Email: jacksonp4you@gmail.com

OBJECTIVE:

As Area Sales Manager with outstanding customer service, communication and business skills working in business to business sales for 4 years. Looking for a career to achieving and exceed company goals.

WORK EXPERIENCE:

SERCO BPO SERVICE CENTER May 2014 – August 2014

DESIGNATION: Credit card section sales. Executives

- Accepted and processed customer payments in cash, credit cards and checks, checking for validity and inbound and outbound calls.
- Followed up with customers ensuring their satisfaction with their purchases.

ID FRESH FOOD INIDA. PVT. LTD November 2014 –July 2016

DESIGNATION: Area Sales Manager

- Conducted market research to learn of current trends and to perform sales activities accordingly.
- Contacted existing and new customers to discover their needs and to explain how certain products could be useful to them.
- Followed up with customers ensuring their satisfaction with their purchases.
- Greeted customers and offered them assistance where possible.
- handled 15 sales executives for sales improving
- handled new product launch

ASSAL FOODS July 2016- March -2017

DESIGNATION: Area Sales Manager

- Expertise in retail, wholesale, customer handling and chain management
- Responsible for promotional activities by taking part in events and exhibitions

AMAZON DISTRIBUTORS PVT LTD JUNE 2017 –AUGUST 2018

DESIGNATION: Customer assistance

- customer handling
- sales tracking
- communicate with new customers and add business
- Inbound and outbound cal.

TV Sunder Iyengar motors PVT .LTDSEPTEMBER 2018-MARCH 2019

DESIGNATION: Sales and Customer Handling

- sales tracking
- commercial vehicle sales
- customer handling
- promotional work

COLOR WAVES ADVERTISING COMPANY –DUBAI JULY 10th 2020 – OCTOBER 5th

DESIGNATION: MARKETING HEAD

- Marketing
- Payment collection
- customer handling
- Business development

KVIKMART HYPER MARKET – KANNUR JANUVARY 10th 2021 -MAY 15th 2021

DESIGNATION: PROJECT HEAD

- Project heading of 7000 sq./ft. hyper market
- customer handling
- Staff recruitment
- Product purchase
- Logistics
- B2B sales
- Marketing
- Resourcing of fixed assets

EDUCATION :

2008-2010 Secondary Education , Board of Public Examination, Kerala

2010 – 2013 Bachelor Degree of Economics , Calicut University , Kerala , India

**ADDITIONAL
SKILLS**

- I have 4.7 years of experience in sales and marketing in FMCG products
- Expertise in retail, wholesale, customer handling and chain management
- Am trained for customer handling
- Responsible for promotional activities by taking part in events and exhibitions
- Draw customer satisfaction plan
- Customer relationship and satisfaction
- To increase the sales in the currently existing markets by maximizing point of sales
- Product inventory and software skills

DECLARATION : I Hereby declare that the fact and figures above are true to the best.

PLACE:

DATE:

JACKSON