

BINIL BABY



PROFILE SUMMARY

I am an approachable, motivated and confident Sales person with the ability to excel Sales targets and make a real difference in the organisation's revenue generation. I have expert knowledge of the selling process and I fully recognise the human and emotional aspects of buying and selling

PROFESSIONAL EXPERIENCE

Sales and marketing [2018 to 2021]

Balus polymers, Nellad, KINFRA, Kerala

Responsibilities and duties:

- 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.
- Operating Internet, Updating all records and documents (Hard copy as well as Soft copy), Purchasing and maintaining stocks, Data Entry, Updating accounts.
- Getting order through buying house and export house
- Proper execution of order and dispatch it on time.
- Follow up for payment.
- Develop new sample for client.
- Maintain good relation with client

EDUCATION

MBA Marketing and HR KTU UNIVERSITY [2016-2018]

Diploma in logistics in supply chain management [2017-2018]

B.COM Computer application MG University [2012-2015]

Higher secondary Kerala 2012

ACHIEVEMENTS

- Done internship at TRACO CABLES LTD , Panampilly Nagar , Ernakulam
- Done internship at KAMCO LTD , Palakad , Ernakulam
- Done MBA final project at MILMA EDAPPALLY UNIT, Ernakulam
- Successfully completed the course of DIPLOMA IN LOGISTICS AND SUPPLY CHAIN MANAGEMENT at AMC International Academy

COMPUTING SKILLS

MS Office Basic



Internet Applications



LANGUAGE SKILLS

Fluent: English, Hindi

Native: Malayalam

CONTACT / INFO



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21st MAY 1994



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KEY RESULT AREAS

Rate of new contacts
Average deal size
Follow-up contact rate
Employee satisfaction
Identifying needs accurately
Relationship selling
New opportunities
Event rules

SOFT SKILLS

Problem solving
Communication
Collaboration
Critical thinking
Adaptability
Empathy
Relationship building
Research
Time management