



📍 Kochi/ Bengaluru, India

📞 7907212108

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Self driven Sr. Associate with 4 years of practical experience and dedicated work ethic. Self-motivated to consistently provide first-class results in line with stringent targets and deadlines. Looking forward to gain employment with a company or institution that offers consistent positive atmosphere along with constructive workplace for communication and interaction with customers & colleagues.

INTERESTS

Solo Rides
Playing Piano
Singing
Travelling
Socializing
Photography

VIPIN P NAIR



EXPERIENCE

Senior Associate (TL)- Inside Sales Think & Learn Pvt. Ltd (BYJU'S) - Bangalore
05/2021 - 11/2022

- Contacted current and potential clients to promote, upsell and cross-sell products and services.
- Closed large sales to exceed quota and align with company targets.
- Planned and coordinated product sales to exceed revenue projections and growth targets.
- Converted cold leads to expand territory and negotiate profitable contracts.
- Selected, trained and performance-managed staff to handle high workload with ambitious targets.
- Coached and mentored junior team members effectively, regularly assessing knowledge and skills gaps and implementing corrective action.
- Leveraged CRM data to send targeted emails designed to increase sales.
- Optimized sales methods to best acquire, develop and retain customers.
- Helped trainees, associates and members to achieve their weekly and monthly targets by setting examples and mentoring them to be proactive on a daily basis.
- Used excellent problem-solving and issue-resolution strategies to rectify difficulties quickly and effectively.
- Supervised and mentored junior team members, providing detailed instructions and guidance to maximize team efficiency.

Business Development Trainee Think & Learn Pvt. Ltd (BYJU'S) - Bangalore
10/2020 - 12/2020

- Built new business partnerships to drive customer acquisition and generate revenue.
- Leveraged CRM data to send targeted emails designed to increase sales.
- Optimized sales methods to best acquire, develop and retain customers.

Officer AOCS- Security & Ramp Interglobe Aviation Ltd - Bangalore
02/2019 - 06/2020

- Security (Airport Operations & Customer, Successfully qualified in AVSEC induction course conducted by IndiGo IFLY)
- Received multiple appreciation mails and 6E awards during (IndiGo 6E) tenure for outstanding work and flawless operations within given time
- Counter surveillance and flight operations.
- Responded quickly to emergency incidents, remaining calm under pressure for optimized issue resolution.
- BMA & BBA coordination.
- On Time Turnaround and On Time Performance responsibility.
- In-charge of safety and security of assigned flights and bays



CORE QUALIFICATIONS

- Efficiently processing sales orders
- Sales forecasting and analysis
- Sales and marketing strategy
- Sales lead prospecting
- Sales team oversight and sales channel analytics
- Team management and mentoring
- Ramp Coordination and supervision (Aviation)
- On-Time Performance and On-Time Turnaround (Aviation)



EDUCATION

B.com: Travel and Tourism

MG University - Kochi, KL, March 2018

- Graduate

Diploma certification in: DGR, CRG and CC: Aviation IATA (International Air Transport Association) 2017

- Coursework in Aviation

12th: Commerce

National Institute of Open Schooling (NIOS) - Delhi, DL, 2015

10th: CBSE

Navy Children School - Mumbai, MH, 2013

Certificate holder in computer Hardware course: Computer Certification

G-Tech - Kochi, KL, 2012

Indian Navy Seamanship Training: Sailing

Seamanship School - Mumbai, 2011

- Academic Achievement Award



LANGUAGES

Malayalam: First Language

English: C2

Proficient

Hindi: C1

Advanced