



## AKHIL R NAIR

Corporate Sales Executive

### Details

#### Phone

+971568506771

#### Email

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#### Address

kottayam, india 686564

### Education

#### master of science

nss college rajakumari - idukki, india  
mahatma gandhi university kerala  
Jun 2021

#### Bachelor of science

College of applied science puthuppally -  
Kottayam, India  
Mahatma gandhi university kerala  
Mar 2019

### Languages

English - Advanced (C1)

Hindi - Bilingual or Proficient (C2)

Arabic - Elementary (A2)

### Websites or Portfolio

<https://www.linkedin.com/in/akhil-r-nair-3268511b9>  
[https://twitter.com/Akhilnedumkari1?t=5eW\\_u-z75s-Ry4GOvuTDQw&s=09](https://twitter.com/Akhilnedumkari1?t=5eW_u-z75s-Ry4GOvuTDQw&s=09)

### Profile Summary

I am a Sales Coordinator with 2 years of experience. I am a motivated self-starter who is able to work independently and take initiative. I am detail-oriented and have excellent organizational skills. I am able to prioritize and manage multiple tasks simultaneously. I have excellent communication and interpersonal skills. I am a team player who is able to work collaboratively with others. I am also proficient in Microsoft Office.

### Skills

- Sales and Business Development: Proven track record in driving sales and generating new business opportunities. Experience in lead generation, prospecting, and closing deals.
- Client Relationship Management: Ability to build and maintain strong relationships with corporate clients. Excellent communication and negotiation skills to understand client needs and provide appropriate solutions.
- Market Research and Analysis: Proficient in conducting market research to identify potential clients, competitors, and market trends. Analytical skills to assess market opportunities and develop effective sales strategies.
- Product Knowledge: Thorough understanding of the company's products or services, including their features, benefits, and competitive advantages. Ability to effectively convey this information to clients.
- Communication and Presentation: Strong verbal and written communication skills to engage with clients, deliver persuasive presentations, and negotiate contracts. Ability to adapt communication style to different audiences.
- Teamwork and Collaboration: Collaborative approach to work effectively with internal teams, such as marketing, customer support, and product development, to ensure customer satisfaction and achieve sales targets.
- Goal-oriented and Results-driven: Proven ability to meet and exceed sales targets and key performance indicators (KPIs). Strong drive, motivation, and resilience to overcome challenges and deliver exceptional results.
- Time Management and Organizational Skills: Effective planning and prioritization of tasks to maximize productivity. Ability to manage multiple clients and projects simultaneously while maintaining attention to detail.
- Industry Knowledge: Familiarity with the corporate sales landscape, including industry trends, competitors, and market dynamics. Stay updated on relevant market developments and changes in customer needs.
- Technology Proficiency: Comfortable using sales CRM software, productivity tools, and other technology platforms to manage and track sales activities, analyze data, and streamline processes.

### Employment History

#### Nyv

Nehru yuva kendra sangathan under ministry of youth affairs and sports (government of india) | Kottayam, India

Mar 2021 - Mar 2023

- Coordination

### Internship

#### Space research

Orbitx india pvt ltd india | Rajasthan , India

Aug 2022 - Dec 2023

## Certifications

Python language  
Microprosser challenge

## Accomplishments

Semifinalist of microprocessor challenge 2020,under ministry of electronics and information

## Reference

Sachin h  
Nehru yuva kendra sangathan , District  
youth officer  
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Athira r nair  
Ahalya hospital uae, Staff nurse  
athirarnair708@gmail.com