



NIKHIL BABU

Experience: Sales Coordination, Marketing,
Customer Service, Operations, Accounts Management

PROFILE SYNOPSIS

- + More than 2 years of experiences in sales.
- + Extensive expertise in client's need analysis.
- + Ability to lead and work on multiple projects concurrently.
- + Ensures achievement of monthly targets.
- + Provide better customer service and ensure business continuity and long-lasting relationship.
- + Vigilant in site investigation and documentation.
- + Comprehensive knowledge with MS Office Suite.
- + Develop viable, cost-effective, and strategic procurement strategies.

CORE COMPETENCIES

- | | |
|-------------------------|----------------------------------|
| + Customer Elicitation. | + Strategic & Marketing Planning |
| + Time Management. | + Sales & Business Development |
| + Sales Coordination | + Key Account Management |
| + Team Handling | + Risk Management |
| + Forecasting. | + Data Analysis |

EXPERIENCE

Sales and Marketing Specialist(Oct 2022 to Oct 2024).

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- Designing and implementing marketing plans for company products.
- Contributing to the development of marketing strategies.
- Working with the sales team to develop targeted sales strategies.
- Answering client queries about product specifications and uses.
- Maintaining client relations.
- Tracking sales data to ensure the company meets sales quotas.
- Creating and presenting sales performance reports.
- Maintaining excellent relationships with customers that are built on trust and encouraging the rest of the sales team.

EDUCATION

Higher Secondary Education

Govt HSS Kappil TVM

March 2018

College

BCOM COPERATION

August 2022

CHMM College for Advanced Studies

Kerala University

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NATIONALITY

Indian

DATE OF BIRTH

19 JAN 2000

LANGUAGES KNOWN

English,Hindi,Tamil,Malayalam

KEY SKILLS

- Active Listening
- CRM and IT Skills
- Numerical Skills
- MS Office Excel
- Microsoft power BI
- Tableau
- Contract Management Skills
- Team Player
- Smart Work
- Positive Attitude
- Good Financial Understanding
- Planning
- Documentation
- Problem solving
- Sustainability
- Negotiation skills