

RESUME



SHABINAS KANDOTH

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Professional Summary

Experienced and dedicated Sales Professional with 17 years of proven success in building and maintaining customer relationships, achieving sales targets, and enhancing brand presence. Known for exceptional communication skills, professionalism, and a results-oriented approach. Consistently exceeds expectations through innovative methods, strong team collaboration, and strategic problem-solving abilities. Seeking a challenging sales position in a forward-thinking company that values dedication, integrity, and growth.

Core Competencies

- Sales Strategy & Execution
- Customer Relationship Management
- Team Leadership & Collaboration
- Time Management & Organization
- Multitasking & Prioritization
- Communication & Negotiation
- Customer Service Excellence
- Confidentiality & Integrity
- Adaptability to Changing Market Conditions
- Mentorship & Training for New Sales Team Members
- Proficient in Sales Data Analysis & Forecasting
- Conflict Resolution & Problem Solving
- Market Analysis & Trend Identification
- Goal-Oriented Decision-Making

Professional Experience

Sales Executive

A ONE TRADING

Kerala, India

Oct 2022 – Apr 2024

- Spearheaded initiatives that increased sales volume and order frequency.
- Organized customer meetings and prepared engaging presentations.
- Played a key role in launching new products and services.

Sales Executive

Nestle Division of Enhance Oman (Matrah Cold Store)

Oman

Aug 2019 – Jun 2022

- Presented Nestle products to a variety of businesses, closed sales, and developed leads.
- Exceeded sales targets by employing data-driven sales techniques.
- Collaborated closely with managers to align on sales objectives and strategies.

Sales Representative

Good Will Agency

Kannur, India

Feb 2016 – Jul 2019

- Increased revenue by developing tailored sales strategies.
- Established long-term relationships with clients, leading to repeat business.
- Responsible for documenting cost-saving initiatives.

Sales Representative

AL Wefag Company

Saudi Arabia

Dec 2011 – Jan 2016

- Used diverse sales techniques, including cold calling and presentations, to achieve goals.
- Provided quotes, maintained accounts, and prepared sales records.
- Conducted product training to improve team expertise in product knowledge.

Key Achievements

- Achieved significant revenue growth through targeted sales strategies.
- Improved sales efficiency by implementing advanced sales management tools.
- Successfully expanded customer base and retained key accounts.
- Recognized for cost-saving contributions and documentation efforts.

Additional Information

- Saudi Arabian Driving License
- Oman Driving License

Education

- 12th Grade: 75% Aggregate
- 10th Grade: 78% Aggregate

Language Skills

- Fluent in:
 - English,
 - Arabic,
 - Hindi,
 - Malayalam

Personal Details

- Date of Birth: 02/051986
- Sex: Male
- Marital Status: Married
- Passport Number: T3427559 (Valid until 2029)
- Visa Status: Visit Visa

Declaration

I hereby declare that the information provided above is true and correct to the best of my knowledge and belief

SHABINAS KANDOTH