



Arif Kottarathil

SALES EXECUTIVE

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Palakkad
Kerala
India

NATIONALITY
Indian

DATE OF BIRTH:
27/10/1978

DRIVING LICENSE:
India and Qatar

PASSPORT:
R8066007

Profile

I'm a Proactive and results-oriented sales manager/executive – acquired vast knowledge of market trends and broad set of sales skills throughout career.

Experienced professional with a demonstrated history of working in the Information Technology and Services industry and Retail sales and service industry in India and Abroad. Skilled in Management, Negotiation, Business Development, Sales, Administration, Project management, Presentations, Coordinations and Market Research. Business professional.

Experience

Sowgandh Shopping Centre

Palakkad

SALES MANAGER

SEPTEMBER 2019 - PRESENT

Vibrant Trade WLL

Doha

SALES MANAGER

MAY 2018 - AUGUST 2019

Sowgandh Shopping Centre

Palakkad

SALES MANAGER

SEPTEMBER 2015 - MAY 2018

Gulf Energy Technology & Projects

Doha

SALES EXECUTIVE

JUNE 2010 - AUGUST 2015

Real Super Shop

Palakkad

SALES MANAGER

APRIL 2003 - JUNE 2010

Sea Queen Enterprises

Kochi

SALES EXECUTIVE

FEBRUARY 1995 - MARCH 2003

Key Achievements

- Successfully negotiated and closed sales, prepared proposals and quotations, negotiated and won new tenders and contracts consistently.
- Contributed to identifying upcoming product opportunities – Supported product development to enhance and develop current and new products.
- Sustained sound relationship with existing clientele – Quantified client requirements through close contact.

Notable Initiatives

- Motivated and organized relevant market data which was shared by sales staff.
- Ensuring internal communication was efficient throughout company; sales, marketing and customer support.
- Tracked sales (using computer-spreadsheets) to provide accurate reports.
- Participated in conferences, group meetings, trade shows and exhibitions to deliver presentations on customer sites – Demonstrated new products/services at various sites used by company's clients.
- Monitored competitor activities closely to identify any business threats.
- Advised senior management on best routes and strategies to implement in order to achieve business goals.

Education

Holy Trinity School

High School

Palakkad

University of Calicut

Pre-Degree

Calicut

Skills

- Critical Thinking and problem solving
- Microsoft Office
- Ability to multitask
- Leadership
- Effective Time Management
- Communication
- Adaptability
- Fast Learner
- Computer Skills
- Ability to work under pressure
- Ability to work in a team
- Customer service
- Communication service

Languages

- English
- Malayalam
- Hindi
- Tamil