

# Shahid Naduvila Kandiyil

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## SALES & MARKETING

Printing materials and chemicals

### PROFESSIONAL CONSPECTUS

- ⇒ **6 years** of experience in Sales and Marketing.
- ⇒ Key Expertise in Sales and Relationship Management, Supply Market & Competitor Analysis.
- ⇒ Good Academic Record

### AREAS OF EXPERTISE

#### *Product / Marketing Management*

- ⇒ Market Research and analysis
- ⇒ Competitor product & price positioning analysis & implementing pricing strategies
- ⇒ Estimation on Market Size, Market Share & Segment Share Planning
- ⇒ Work closely among the sales team to increase sales tools and guidance

### CAREER PRECIS

**Company's Name** : K3 International Trading & Contracting LLC  
**Post** : Sales Executive(Printing materials)

**Duration** : Dec '18 to present.

- ⇒ Establishing new business.
- ⇒ Aiming to achieve monthly and annual targets.printing
- ⇒ Maintaining accurate records
- ⇒ Reviewing sales performance
- ⇒ Quotation making and closing the enquiries.
- ⇒ To maintaining customer relationship and follow-up payments.
- ⇒ Build market position by locating, developing, defining, negotiating, and closing business relationships.
- ⇒ Organizing sales visits.
- ⇒ sales experience, specifically selling printing materials ,chemicals,printing jobs and building materials.
- ⇒ Strong interpersonal and communication skills
- ⇒ Travel to find new clients and maintain relationships with existing customers.
- ⇒ Contact clients and prospects to understand their needs and present suitable products.
- ⇒ Arrange meetings with clients to persuade them to purchase products or subscribe to services.
- ⇒ Ability to build and maintain customer relationships  
Excellent negotiation and presentation skills, Achieve the sales & strategic target set by management
- ⇒ Maintaining and developing relationships with existing customers in person and via telephone calls, emails and update customer database.
- ⇒ Delivering purchase orders and informing existing customers of new products.

- ⇒ Collaborate with colleagues in marketing, customer service, and product development to support sales efforts.
- ⇒ Analyze market trends and competitive landscape to identify opportunities and risks.
- ⇒ Maintain accurate records of sales activities and track progress towards targets.
- ⇒ Provide exceptional customer service to ensure client satisfaction and retention. Analyze market demand and market trends.
- ⇒ Cold calling to arrange meetings with potential customers to prospect for new business.
- ⇒ Submit periodic management reports on time and in full accuracy.

**Company's Name** : Alif trading & contracting LLC  
**(building material)** : Sales Executive  
**Duration** : 18 months

- ⇒ Daily target tracing of primary/secondary/new outlet expansion/target v/s achievement.
- ⇒ Updating product knowledge for the new products.
- ⇒ Giving technical advice to the customers.
- ⇒ Preparing quotations.
- ⇒ Assisting customer from date of purchase until hand over the items to the customer.
- ⇒ Quantities calculation.
- ⇒ Preparing data sheets & submittals
- ⇒ Filing confirmed orders which will be reserved until delivery of items.
- ⇒ Closing deals from current stocks or special order.
- ⇒ Monitor sales to close agreed target.
- ⇒ Travel to find new clients and maintain relationships with existing customers.
- ⇒ Contact clients and prospects to understand their needs and present suitable products.
- ⇒ Arrange meetings with clients to persuade them to purchase products or subscribe to services.

**ACADEMIC RECORD**

Degree	College
BSC OPTOMETRY	Kanachur Institute of Medical Sciences,manglore
H.S.C.	EMJAY HSS,villiappaly
S.S.C.	RAC HSS, kadameri

**PERSONAL VITAE**

**Date of Birth** : 08<sup>rd</sup> FEB 1998  
**Gender** : male  
**Religion** : Islam  
**Marital Status** : Single  
**Nationality** : Indian  
**Driving Licence** : Qatar & India  
**Passport No** : P1014864  
**Visa** : Work Visa{Transferable}h  
**Extracurricular activities** : football player  
**Language known** : English,Hindi,Malayalam,Thamil,Arabic {reading & writing}

**Permanent Address Language known :** madathil House, villiappally , vadakara, kadameri Post Office,  
kozhikode(Dist.), Kerala. 673542