

# Mathavan Krishanthan

Business Development Executive

*Talented Business Development Executive brings high-level business, marketing and sales acumen. Drives competitive growth through proactive relationship building and pursuit of business opportunities. Savvy to industry trends, practices and customer demands. Outside sales specialist with strength in negotiations, e-commerce and customer service. Excellent interpersonal and time management skills.*



## Contact

### Address

Doha Doha Qatar

### Phone

+97450644504

### E-mail

sales.kisho@gmail.com

### Date of Birth

05-09-1976

## Skills

Order management

Relationship building and rapport

Goals and performance

Product and service sales

Marketing strategy

Customer satisfaction

## Work History

2021-01 -

Current

### Business Development Executive

*Bosco Trading & Contracting WLL, Doha Qatar*

- **Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.**
- **Collaborated with sales and marketing departments to support client acquisition.**
- **Identified business development challenges and customer concerns for proactive resolution.**
- **Researched product pricing, ratings and performance and created comparison spreadsheets to evaluate competitors.**
- **Assessed current service needs and calculated product satisfaction levels to make appropriate product and service adjustments.**

2017-01 -

2020-01

### Sales Executive

*Accolade Trading, Doha , Doha Qatar*

- Increased revenue by implementing effective sales strategies in sales cycle process from prospecting leads through close.
- Researched sales opportunities and possible leads to exceed sales goals and increase profits.
- Achieved sales goals and service targets by cultivating and securing new customer relationships.
- Analyzed past sales data and team performance to develop realistic sales goals.

## Languages

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English

Hindi

Tamil

Malayalam

Singhalese

2015-01 -  
2017-01

### **Sales Executive**

*Golden Ocean LLC, Dubai*

- Developed sales strategy based on research of consumer buying trends and market conditions.
- Monitored and adjusted pricing based on market trends and customer feedback to meet expectations and increase sales.
- Purchase Dubai & Importing to Qatar
- Handling the Qatar Branch operations

2012-01 -  
2015-01

### **Sales Representative**

*Aiwa Trading WLL, Doha Qatar*

- Visiting Projects & Traders , Preparing Quotations
- Generated weekly and monthly reports on sales performance to provide recommendations to meet sales goals.
- Customer Care

## Education

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### **High School Diploma**

*St Jhons Boscoss Collage - Sri Lanka*