



Arun Joshi

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SUMMARY OF QUALIFICATIONS

- Proactive and results-oriented sales executive – acquired vast knowledge of market trends and broad set of sales skills throughout career.
- Recognized for determination in setting and achieving sales goals and exceeding targets.

Professional Objective Statement

Grow and develop in a dynamic environment as a Marketing Executive. Increase sales and customer base to achieve company's sales objectives and stay ahead of competition.

Personal Attributes:

- Creative | Insightful | Innovative | Organized | Assertive
- Personable | Adaptable | Communicator | Problem Solver
- Proactive | Self-motivated | Team worker | Multi-tasking

Core Functional Skills:

- Effectively meet deadlines, achieve targets and work under pressure.
- Company success driven – passionate about company's product line.
- Accounting-related computer literacy.
- Excellent communication skills, written and verbal.
- Effective presentation of complex issues.
- High level of negotiation skills.

PROFESSIONAL EXPERIENCE

Marketing Executive  Kochi-IND Since 2016
Promoting Brand, Running Kiosk Activities all over India Stall sales.

Receiving Clerk  Kochi-IND 2014 – 2016
Collaborating with procurement staff to list expected deliveries, Receiving shipments and signing paperwork upon receipt

Sales Manager  Jeddah-KSA 2012-2013
Worked in LHH department in charge of DIY section manage all kinds of power tools



Turist Guide

Kochi- IND 2009 – 2012

Undertaking research and planning tours, offering sightseeing advice.

HIGHLIGHT OF ACTIVITIES

- Managed the sales operation of the firm to accomplish business strategy goals.
- Advised senior management on best routes and strategies to implement in order to achieve business development.

Customer relationship Management:

- Sustained sound relationship with existing clientele – Quantified client requirements through close contact.
- Kept in close contact with clientele to identify new opportunities and customers – Maintained availability for addressing customer issues, queries and requirements.
- Gathered customer satisfaction surveys.
- Regularly updated contact database.

Notable Initiatives:

- Motivated and organized relevant market data which was shared by sales staff.
- Ensured internal communication was efficient throughout company; sales, marketing and customer support.
- Tracked sales (using computer or 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.

Key Achievements:

- Selected as a best salesman of the month in Jun 2012

EDUCATION AND QUALIFICATIONS

BA Economics MG University Kottayam. 2006 – 2009

TECHNICAL SKILLS

- ☆ Diploma in computer application
- ☆ Post graduate diploma in computer application
- ☆ Diploma in computer Hardware & Networking

LANGUAGE PROFICIANCY

- ☆ English
- ☆ Malayalam
- ☆ Tamil
- ☆ Hindi
- ☆ Arabic
- ☆ Basic Level of Spanish and Portuguese



PASSPORT DETAILS

Passport No.	:	S 6923784
Place of issue	:	Cochin
Date of issue	:	05-09-2018
Date of expiry	:	04-09-2028

PERSONAL DETAILS

Father's name	:	Joshi.C.K
Gender	:	Male
Date of Birth	:	21-04-1987
Marital Status	:	Single
Nationality	:	Indian

DRIVING LICENSE DETAILS

Licence No.	:	42/4324/2006
Place of issue	:	North Paravur, Ernakulam,
Valid From	:	27/10/2006
Valid To	:	26/10/2026
Class of Vehicles	:	Motorcycle & LMV