

Amith K

Address Off-Kanakapura Road, Bangalore,Karnataka-560109

Phone +91 9663931660

E-mail amithk001@gmail.com

Self-motivated and hardworking experienced in developing customized solutions to meet wide-ranging customer needs seeking for an job opportunity to work in a challenging environment to prove my skills and utilize my knowledge in the growth of the organization.



Skills

International Sales

Inventory management

Relationship management

New business generation

Relationship building and management

Microsoft Excel, Word, Power point

C,C++,Java, SQL

Operating System Windows, Mac OS, Linux

Risk Management



Work History

Oct 2018 - Apr 2021 **Relationship Manager**
Sobha Limited, Bangalore,Karnataka

- Used effective sales strategies to convince clients to accept proposals, resulting in increase of more than 1cr - 3cr in a month.
- Educated customers about Sobha Products, building quality, payment options and processed purchases.
- Monitored issues carefully and reached out to customers to provide immediate resolution and maintain satisfaction.
- Built and maintained relationships with new and existing clients while providing high level of expertise.

◆
Apr 2017 –
Aug 2018

Sales Manager

Doha Trading W.L.L., Doha, Qatar

- Accomplished sales goals and boosted revenue by QAR20lakhs to QAR 30lakhs per month through product knowledge and customer relationship management.
- Sales Manager for Wholesale Market and Retail Market in Qatar.
- Outdoor Marketing Sales.
- Experience in Household and Electronic Marketing Department.
- Purchase ordering and Inventory management.
- Brand marketing and sales.
- Cost and profit analysis Inventory re-ordering coordinating Sales Executives to Achieve the Co-corporate Targets Assisting the Sales Executive in a way to improve the market share & Sales Collection.
- Improved operational planning and business frameworks to enhance resource utilization and reduce waste.
- Exceeded regional annual sales target by 100%.

◆
Nov 2015 -
Mar 2017

Sales Executive

Sevenses Global Express Logistics Pvt Ltd, Bangalore, Karnataka

- Air Imports and Exports Sales.
- Sea Imports and Exports Sales.
- Customs Clearance documents handling.
- Outdoor sales in logistics.
- Shipments handling.
- Established and maintained 5 shipments over 1 month, expanding 2-3 lakhs profit
- Increased sales revenue to 5-10 lakhs for 1 shipment services by leveraging effective negotiating skills.

Education

◆
Jul 2012 -
May 2015

Bachelor Of Computer Application

BCA- Garden City College - Bangalore

- Graduated with 62%

◆
Jun 2010 -
May 2012

Higher Secondary

St Joseph's Higher Secondary School - Thalasserey, Kannur

- Graduated with 80%

◆
Jun 2009 -
May 2010

High School

St Joseph's Higher Secondary School - Thalassery, Kannur

- Graduated with 78%



Achievements

- Best Sales Head appreciation.
- 2012 Department Best Student Award from college.
- Best top 20 fresher in college.
- Project Leader for Mini Project and Major Project.



Languages

English



Hindi



Kannada



Tamil



Malayalam

