



Karthik Satheesan

BSC Mathematics with Computer Science

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INDIAN

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Visit visa (valid till 29/06/2023)

English, Malayalam, Tamil

DOB - 18/04/1999

Highlights

- Result oriented
- Revenue generation
- Business development
- Sales enablement
- Operability & commitment
- TALLY certified

Key skills

- Sales team management
- Customer support
- Customer Relationships
- Inventory management
- Grievance resolution
- Customer experience

Education Background

- TALLY Certified
2022
- BSC Mathematics with Computer Science
Mahatma Gandhi University
2017-2020

Achievements

Awarded "The best employee of the month" several times for ensuring there targets are met with high importance to customer satisfaction and reviews

About Me

I try to maintain right balance of being smart and genuinely positive, receptive, caring, passionate and most importantly 'Human'. I know how to influence others without authority, have the right social quotient and can manage ambiguity. Proven ability to build and maintain relationships and showcase effective interpersonal skills.

I am trying to get an opportunity to prove my mettle in the finance domain looking to combine my skills and competency to solve challenging situation and advance in my career.

Professional Experience

Raindrops Excellence Cargo Dubai - Sales Coordinator

Raindrops Excellence Cargo is a freight forwarder dealing with Air, sea and land freight

- Responsible for documenting, negotiating and taking quotes from shipping lines
- Responsible for calculating overall shipping cost for clients
- Responsible for generating Airway Bills and processed in a timely manner
- Responsible for adding new agents to the company
- Responsible for checking company emails and responding to queries

Cochin Tvs - Sales Executive (2020-2022)

- Responsible and the sole custodian of EV segment of TVS iQube
- Successfully launched the EV segment in Kerala, for which Cochin TVS was the single player in the market.
- Responsible for customer order approval, getting inventory and make sure the customer experience is upheld.
- Responsible for solving all customer related issues before and after delivery of the vehicle.
- Responsibility extended to ensure all customer facing services (vehicle maintenance, vehicle insurance) are up-to-date and ensuring customer is get attended with almost care
- Responsible for the EV subsidy which needs to be processed for new EV vehicles.
- Responsible for ensuring product profitability by getting new leads and achieving targets set by the brand.
- Ensuring a healthy customer pipeline which would lead to good leads and conversation.