

# ABHIJITH.A.P



“APARNA HOUSE”  
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## CAREER SUMMARY

Seeking for a good opportunity to contribute efficiently towards the organizational goals through disciplinary approach, confidence, exhibiting empathy and motivating self and others. Willing to work in a challenging position with a growing organization where I can utilize my interpersonal and technical skills to serve the organization and enhanced the same.

## ACADEMIC CREDENTIALS

Name Of Course	Board / University	Institution	Year of passing
MBA (Logistics&Marketing)	Bharathiar University	Wisdom School Of Management - Pollachi.	2016
BCA	Bharathiar University	C.M.S College Coimbatore	2014
HSE	State Board	Government Higher SecondarySchool - Munnoorkode	2011
SSLC	CBSE	KendriyaVidyalaya - Ottapalam	2008

## INDUSTRIAL TRAINING

- One day training at **Classic PoloTirupur-2015**
- One day training at **Suguna Chickens Udumalpet-2015**
- Two days training at **Cochin Port-2015**
- One day training at **Kitexand AnnaAluminium-2015**
- Oneday training at **Sakthi Soyas Pollachi-2016**
- Two days industrial training in **Chickpet-2015**
- One day training at **Sakthi Dairy Products in Pollachi-2016**
- One week Industrial training in **Federal Logistics in Malaysia - 2016**

## PROJECTS

- **The study on freight forwarding procedures**  
In Concord logistics.

- May to June 2015

**Tool used:** Case study and fieldvisit.

**Description:** A cargo handler who stands between airlines and the company and deals with the documentation and clearance procedures of the cargos for the customers to the airlines. Delivering the goods on time in the destination and also maintaining a good relationship within the customers as well as the airlines.

- **Industrial Analysis on KSE Ltd (Miniproject)**

- November 2014

**Tools used:** Questionnaire and field study.

**Description:** Industrial analysis on the firm and the working environment of the employees and understanding their needs and drawbacks of the company and concluded a report of the whole study.

- **Building a software for Library Management**

Using VB.net and MSAccess.

-January to February-2014

**Tools used:**

VB.net and Microsoft Access as front end &back end connection.

**Description:** Build a user friendly software which can be used for libraries in colleges schools where it makes the librarians job easy in the in and out of the books inside the library. VB.net and MS access is connected so that data can be stored and retrieved any time

## EXTRACURRICULAR ACTIVITIES

- Studentcoordinator,Placement and Training
- Student coordinator, Intercollegemeet
- Student representative, Marketing department
- Vice president of JCI Udu malpetunit

## LINGUISTIC ABILITY

- English
- Hindi
- Tamil(Speaking)
- Arabic(understand)

## COMPUTERKNOWLEDGE

- Packages-Ms-Office
- VB.Net
- C,C++
- Hardware &Networking
- SystemAssembling
- Troubleshooting

## PERSONAL SPECIFICS

Age & Date of birth	-27 Years, 29th March 1993
Gender	-Male
Marital Status	-Unmarried
Father Name	- Mr. Ajith Kumar
Passport Number	-M1955682
Passport Expiry	-10/09/2024
CPR Number	- 930343646
Expiry	- 06/08/2023
Driving License	- Yes (Bahrain & Indian) Expiry: 03/02/2024

## WORK HISTORY

### Job Position: Consultant

Job Location: PK Das Institute of Medical Sciences, From: November 2016 – April 2017

#### Job Description:

- Meet with the Doctors, partner organizations and Patients for frequently attend a range of events and Follow Up's.
- Arranging the effective distribution of marketing materials.
- Maintaining and updating customer databases.
- Organizing and attending events such as conferences, seminars and exhibitions;
- Contributing and developing marketing plans and strategies
- Managing and production of marketing materials including Leaflets, Posters, Flyers, Flex Printing and USB
- Communicating with target doctors and managing patient relationships
- Supporting the marketing manager and other colleagues.
- Maintaining and writing the monthly reports of the marketing department
- Analyzing the competitors, their strategies and work up accordingly the business planned work on it for the well running of the organization.
- Promotional activities
- Compiling and distributing financial and statistical information

**Job Position: Sr. Executive – Sales & Coordination, Lighting Division**

**Job Location: Amad Baeed Electrical W.L.L, Sitra Kingdom of Bahrain**

**From: June 26, 2017 to till date**

**Job Description:**

- Participate in the entire sales process –initial discovery, project review ,design submission, component installation.
- Work with customers to present a technical perspective on the company's sales offering.
- Collaborate with the Local Operations Teams to obtain contractor quotes in support of sales opportunities
- Provide alternative solutions as required to meet unique end user, component or installation criteria
- Assist with development of customer presentation tools and coordination of end-user site visits
- Develop sales and marketing strategies for key vertical market segments
- Provide company representation in industry forums, conferences, and related events
- Interface with internal departments to ensure accuracy and timeliness of solution delivery to individual end users

**DECLARATION**

I (Abhijith.A.P), hereby declare that the information provided above is true to best of my knowledge.

**Date: -**

**Place: -** Trikkaderi

(Abhijith.A.P)