

CURRICULUM VITAE

Arun Kumar. A

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Career Objective

Seeking a challenging career in the area of enterprising organization, that will utilize my educational background and allow development of my skills to their fullest potential in the field of IT Sales.

Area of Interest

Hard working, able to learn, capable of adapting to different environments, flexible, amicable, analytical, reliable and more important result oriented.

Professional Experience

July 2016 – Till Date

Next Black Computer, Kingdom of Bahrain

Next Black Computer is one of the leading Dealers in Bahrain in the field of Computer Hardware

Job Profile

- Working as General Manager

Job Responsibilities

- Identifies marketing opportunities by identifying consumer requirements; defining market, competitor's share, and competitor's strengths and weaknesses; forecasting projected business; establishing targeted market share
- Improves product marketability and profitability by researching, identifying, and capitalizing on market opportunities; improving product packaging; coordinating new product development
- Sustains rapport with key accounts by making periodic visits; exploring specific needs; anticipating new opportunities
- Provides information by collecting, analyzing, and summarizing data and trends
- Protects organization's value by keeping information confidential.
- Accomplishes marketing and organization mission by completing related results as needed.
- Handling of sales Team.
- Update management on business process and operating plan and financial model and profitability

August 2014 – December 2016

PC Shop WLL, Kingdom of Bahrain

PC Shop WLL is one of the leading Dealers in Bahrain in the field of Computer Hardware. PC SHOP W.L.L. is now partners with world leading IT brands like HP, Dell, Epson, and Microsoft.

Job Profile

- Working as Assistant Sales Manager

Job Responsibilities

- Handling of sales Team.
- Establishing new business.
- Handling of sales inquiries from Companies and Dealers
- Looking after Institutions like Bahrain University and Ministries etc...
- Regular market visits to new as well as existing customers
- Handling customers complaints
- Monitor market through regular visits to Dealers and Customers
- Preparation of various sales and market reports to manager
- Maintaining sales target
- Negotiate the terms of an agreement and close sales
- Provide customers with quotations

October 2013 – July 2014

Honest Bahrain Kuwait IT Trading, Kingdom of Bahrain

Honest Bahrain Kuwait IT Trading is one of the leading Dealers in Bahrain in the field of Computer Hardware.

Job Profile

- Working as a **Sales Executive**

Job Responsibilities

- Establishing new business.
- Handling of sales inquiries from Companies and Dealers
- Looking after Institutions like Bahrain University and Ministries etc...
- Regular market visits to new as well as existing customers
- Handling customers complaints
- Monitor market through regular visits to Dealers and Customers
- Preparation of various sales and market reports to manager
- Maintaining sales target
- Negotiate the terms of an agreement and close sales
- Provide customers with quotations

October 2009 – October 2013

Mercury Marketing W. L. L., Kingdom of Bahrain

Mercury Marketing W.L.L is one of the leading shops in Bahrain in the field of Computer Hardware.

Job Profile

- Working as a **Sales Executive and Service Engineer**

Job Responsibilities

- Handling of sales inquiries from Companies and Dealers
- Looking after Institutions like Bahrain University and Ministries etc...
- Regular market visits to new as well as existing customers
- Handling customers complaints
- Monitor market through regular visits to Dealers and Customers
- Preparation of various sales and market reports to manager

- Maintaining sales target

Additional work experience in Sales

Three Year (**November 2006 - September 2009**)

Novion Computers Kottayam (Kerala, India)

Novion Computers is one of the leading LG Dealer in Kerala in the field of Computer Hardware.

Qualifications

- Completed Diploma in **Computer Hardware, Networking** From Govt: Poly technic College Kottayam, 2006
- Completed **Diploma in Electronics Engineering** from Govt; Polytechnic College Kottayam, January 2005
- Completed **Secondary School Certification** From Govt: VHS Changanacherry August 2002

Computer Proficiency

Proficient in MS Office and Windows

Personal Details

Date of Birth	:	14-11-1986
Nationality	:	Indian
Language Proficiency	:	English, Malayalam and Tamil
Permanent Address	:	Thayil House Vazhappally, PO Changanacherry Kottayam, Kerala
Passport No.	:	S2899487
Valid Till:	06-03-2028	
CPR No.	:	861125088
(Bahrain Valid)		
Marital Status	:	Single

Declaration

I, **ArunKumar**, hereby state that the above-furnished information is true and correct of my knowledge and belief.

Place : Manama

Date :

Arun Kumar.A