

# AROMAL SR

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## Career objective

Intend to build a career with leading corporate of hi-tech environment and to work in a competitive and innovative world, which will help me to explore myself fully and realize my potential. Position dealing with Management Administration and Human Resource Management Basically I have an analytic mind. I would like to take up challenges that come in front of me.

## Personal Details

Age and date of birth	:	26, 06-12-1993
Nationality	:	Indian
Marital status	:	Single
Languages Known	:	English, Hindi, Malayalam, and Tamil
CPR No	:	931232716
Driving License	:	Kingdom of Bahrain (No: 931232716) Expiry date: 24/01/2023

## Passport Details

Passport Number	:	K 316928
Date of Issue	:	02/04/2012
Date of Expiry	:	01/04/2022
Place of Issue	:	Trivandrum

## Qualifications:

### Academic Qualification

- **MBA ( MARKETING & HR )** from Garden city college (Bangalore university)  
2014 – 2016 With percentage 70
- **Bcom Tourism & Travel management** from Mannaniya College Of Arts and Science Pangode (Kerala university) 2011-2014 With percentage 72.5
- **HSE** from Govt H.S.S Chithara March 2011 With Percentage 72.5
- **S.S.L.C** from G.H.S.S Chithara, March 2009 With Percentage 69

## **Technical Qualifications**

- **Diploma in computerized Accounting- Tally**

## **Computer Expertise**

- Operating System : Windows 98,2000,7,8,XP(Working Knowledge)
- General packages : MS Word, Advanced Excel (Working Knowledge)
- Accounting Packages : **Tally (Working Knowledge)**

## **Employment History**

From 2th Oct 2018 to Still Working in **ARABIAN IMPRESSIONS** , Hidd, Kingdom of Bahrain as a **MARKETING & SALES EXECUTIVE**

- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports by collecting, analyzing, and summarizing information.
- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.

Contributes to team effort by accomplishing related results as needed

From 2th April 2018 to Still Working in **AWAL PRESS DIGITAL** , Tubli, Kingdom of Bahrain as a **SALES EXECUTIVE**

- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports by collecting, analyzing, and summarizing information.

- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.

From 5<sup>th</sup> August 2017 to 31<sup>st</sup> March 2018 in **GOLDEN ADVERTISING & PROMOTION WLL** , Salmabad, Kingdom of Bahrain as a **MARKETING MANAGER**

#### **Duties and Responsibilities**

- Research prospective accounts in targeted markets, pursue leads and follow through to a successful agreement
- Understand the target markets ,industry,company,project,company contacts and which strategies can be used to attract clients
- Collaborate with design and sales teams to ensure that requirements are met
- Maintain relationships with current clients and identify new prospects within the area you have been assigned
- Possess a strong understanding of our products , our competition in the industry and positioning
- Follow the latest industry developments and stay up – to- date on corporate competitors

#### **Duties and Responsibilities**

From **1st June 2016 to 1<sup>st</sup> July 2017** worked in **OYOROOMS** as **BUSINESS DEVLOPMENT MANAGER**

#### **Duties and Responsibilities**

- Managing all marketing for the company and activities within the marketing department.
- Developing the marketing strategy for the company in line with company objectives.
- Co-ordinating marketing campaigns with sales activities.
- Overseeing the company's marketing budget.
- Creation and publication of all marketing material in line with marketing plans.
- Planning and implementing promotional campaigns.
- Manage and improve lead generation campaigns, measuring results.
- Overall responsibility for brand management and corporate identity
- Preparing online and print marketing campaigns.
- Monitor and report on effectiveness of marketing communications.
- Creating a wide range of different marketing materials.
- Working closely with design agencies and assisting with new product launches.
- Maintain effective internal communications to ensure that all relevant company functions are kept informed of marketing objectives.
- Analysing potential strategic partner relationships for company marketin

From **23th July 2013 to December 2013** worked in **KTDC KERALA** as **Management Trainee**

**Duties and Responsibilities**

- Entering Day to day Business Transactions
- Preparation statement of Expenses Monthly and Comparison of variations
- Preparation of monthly Sales Report and Purchase Report
- Preparation of Tour plan

**ACHIVEMENTS**

- Lead from the front in organizing several formal and informal events at graduation as well as post graduation level'
- Best marketing manager finalist ( intra college management fest conducted by Garden city college )
- Organized budget express PRE BUDGET AND POST BUDGET
- Volunteer of job fest conducted by ALCAMIST group
- Organized cream awards
- Member of Rotaract club
- University union councilor

**PROJECTS**

A Project report on Foreigners Satisfaction in KTDC Hotels

A Project report on usage of WhatsApp

A Project report on Effectiveness of Marketing Communication plan of KTDC Hotels

**SEMINAR PAPER**

Pro-social Behavior

**Languages Known**

**English- Read, Write, Speak**

**Hindi – Read, Write, Speak**

**Malayalam – Read, write, speak**

**Personal Interests**

**Sports & Games**

Cricket, Volley ball, Foot ball, caroms, Chess

**Hobbies**

Traveling ,Reading, Internet, Music and films

**Declaration:-**

I hereby state that all statements made in this application are true and correct to the best of my knowledge and belief, and that I will exhibit the true documents whenever necessary.

I assure you that if given an opportunity, I shall work to the best of my ability and to the entire satisfaction of my superiors.

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Date

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Aromal.SR