

KIRAN KRISHNA T.P



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om



Palakkad alathur (678543)

personal statement

Thank you for considering my application for this position.

I am a highly-motivated, positive, confident, and commercially-driven person who has a good understanding of the sales process, I am able to build long-term relationships with customers to help increase sales and recurring revenue for my employer.

My energetic nature and passion for continuous improvement makes me a strong candidate for this position. Further details relating to my suitability, including academic qualifications, work history, and experience are provided within this CV/resume for your consideration.

Education

Post Graduation

SCM HUB, Kochi

Logistics & SCM

PGP in Logistics enhanced my analytical skills for real-world operations.

Graduation

nss college nemmara

BA History

History degree improved my interpersonal and communication skills, crucial for diverse sales industry

LANGUAGE

English	
Malayalam	
Tamil	
Hindi	

SKILLS

My strengths include my ability to communicate well with customers and use active listening skills to meet their needs. My hunger for knowledge that is relevant to the products and services I am selling means I am capable of consistently meeting difficult sales targets.

KNOWLEDGE

- Incoterms
- ocean freight marketing
- LCL and FCL consolidation
- container specs
- cargo types
- buyers consolidation

CERTIFICATES

- EF SET
- TESTIZER

Reference
Subash kk
Managing director of
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