



# ANUEBIN C

## About Me

More than ten years of experience in various industries such as medical insurance, event, hotel and construction management. Led operations with full responsibility of business growth and maximizing revenues through efficient operations.

## My Contact

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## Hard Skill

- Communication
- Sales and marketing
- Vendor management
- Construction management
- Event management
- Market analysis
- Client relationship

## Soft Skill

- MS - office.
- Autocad.
- Staad pro

## Languages

- English, Tamil, Malayalam, Hindi

## Education Background

- B-tech Civil engineering Karunya University,coimbatore 2008-2012
- Breeks memorial school,Ooty - Higher Secondary
- Rex school ,Ooty - High school

## Professional Experience

Pathfinder Business Analysis - Sales Consultant - US Process

*July 2024 - Until Present*

- Engaging with new and existing clients through compelling sales pitches via cold calling, email and maintaining relationships.
- Research regarding client data.
- Completing quality assurance.
- Supporting sales teams by streamlining operations, identifying improvement areas, and training on new processes.
- Documenting client information in CRM and providing customer support if needed.
- Reviewing work schedules and completing set targets.

Ramani automobile private limited. | Senior Sales consultant

*March 2021 - Feb 2024*

- Discussing the pros and cons of various models with customers to help them choose a vehicle that best meets their needs.
- Assisting customers with the selection, purchase, and delivery of new and used vehicles.
- Preparing contracts and closing deals by explaining financing options, warranties, and other contractual terms.
- Providing customers with information about new products, services, or other automotive industry news that may be relevant to their buying decision.

Iris Health Services, Dubai - Business Development Manager

*March 2018 - Feb 2021*

- Identifying and pursuing new business opportunities in target markets
- Establishing and maintaining relationships with potential clients and partners
- Developing and implementing growth strategies and plans
- Managing and retaining relationships with existing clients
- Increasing client base by securing contracts with new customers
- Negotiating and closing business deals
- Conducting business presentations and product demonstrations to potential clients
- Collaborating with internal teams to ensure client needs are met

Taj Associates,kozhikode - Construction manager

*May 2013 - Feb 2017*