



# Swathi K

## Sales Consultant

Highly motivated product specialist with marketing and sales experience. Effectively demonstrate products, overcome objections and close sales. Persuasive in negotiating contracts and diplomatic in communicating with customers. Providing technical product support to customers by identifying and researching solutions which include product training and implementation purpose.

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## WORK EXPERIENCE

### Product Specilaist

#### Medi Dent International Pvt.Ltd

05/2021 - Present

Singapore

##### Achievements/Tasks

- Creating and improving product-specific marketing literature and sales tools.
- Demonstrating and providing dental device training for doctors.
- Actively seeks to drive business results by identifying opportunities to enhance/strengthen marketing and sales.
- Responsible for inventory aspects, stock location and availability.
- Working closely with senior team members to develop and support product-related marketing materials and strategies.
- Working effectively within the organization as a part of global team with resources positioned globally.
- Recommending changes and creating strategies in product policy by evaluating results and competitive developments.

### Sales Consultant

#### entomo

10/2020 - 04/2021

Singapore

##### Achievements/Tasks

- Attending, serving and extending cordial and efficient service to customers of the Company and generally to members of the public on all matters related to the operation of the Division.
- Showcasing software demos.
- Responsible for successfully building client relationships, solution selling, cold calling, closing leads, and generating new business.

### Relationship Manger-Intern

#### Hedge Equities Pvt.Ltd

04/2019 - 06/2019

##### Achievements/Tasks

- Market Research, Data collection, Cold calling and sales presentations.

## EDUCATION

### Post Graduate Diploma in Management/MBA

#### Ramaiah Institute of Mnagement

06/2018 - 06/2020

Bangalore, India

### Bachelor of business management

#### St Aloysius College

06/2015 - 06/2018

Mangalore, India

## SOFT SKILLS

Documentation skills

Communication

Presentation

Problem solving skills

Customer support

## HARD SKILLS

MS Office

Spreadsheets

Email communication

Powerpoint

Database Management

Google Docs

Enterprise Systems

SPSS

Social Media and Web Skills

Operating Systems

## ADDITIONAL CERTIFICATIONS

Completed live project in Digital Marketing from Hedge Equities Pvt.Ltd.

Online Certification courses : Digital skill-Digital Marketing (Future learn)

Attended intensive training in soft skills from St. Aloysius College, Mangalore.

## LANGUAGES

English

Native or Bilingual Proficiency

Malayalam

Native or Bilingual Proficiency

Hindi

Native or Bilingual Proficiency

Tamil

Full Professional Proficiency