



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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📍 Singapore, Singapore

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WORK EXPERIENCE

Product Specialist

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 Manager-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 Management

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