

MUHAMMED SHIBILI K

Musaffah, Abu Dhabi, UAE | +971508199238 | shibiliigr6666@gmail.com

PROFESSIONAL SUMMARY

Sales, Marketing & Operations Professional with 8+ years of experience in direct sales, digital marketing, tour operations, and warehouse supervision. Proven ability to manage B2C and B2B relationships, execute marketing strategies, and lead teams. Skilled in MS Office, CRM tools, and campaign execution. Committed to optimizing sales and operational efficiency.

PROFESSIONAL EXPERIENCE

Assistant Manager | Shipra Tours – Kerala, India | 2023 – 2025

- Oversaw daily tour operations, bookings, and client services.
- Managed vendor partnerships and coordinated logistics.
- Ensured customer satisfaction and timely service delivery.

Sales Executive | Vythiri Resort – Kerala, India | 2019 – 2023

- Built client relationships and promoted resort packages.
- Increased bookings through targeted sales strategies.
- Handled guest inquiries and product presentations.

Godown Supervisor | Bharathi Cement – Kerala, India | 2017 – 2019

- Managed stock registers and dispatch logistics.
- Coordinated deliveries and ensured warehouse safety.

Digital Marketing Executive | Chit Chat Foods – Kerala, India | 2015 – 2017

- Created and managed social media campaigns.
- Developed content and monitored campaign metrics.

SKILLS SECTION

Technical Skills:

- MS Office (Word, Excel, PowerPoint)
- Social Media Campaigns
- Email & Internet Operations
- Basic Computer Knowledge

Soft Skills:

- Interpersonal Communication
- Team Leadership
- Time Management
- Adaptability & Flexibility

CORE COMPETENCIES

- Direct Sales & Distribution
- Customer Relationship Management (CRM)
- Product Promotion & Brand Visibility
- Inventory & Stock Management
- Digital & Social Media Marketing
- Route Planning & Territory Sales
- Warehouse & Godown Supervision
- Tour & Travel Operations

EDUCATION

- **M.Com** – Madurai Kamaraj University
- **B.Com** – Calicut University
- **Higher Secondary** – G.H.S.S Cheriyamundam
- **SSLC** – Ihya-U-Ssunna High School, Varanakkara

LANGUAGES

- English
- Hindi
- Malayalam