

# RENJU REMESH

Assistant Professor, Senior Sales Officer

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Location: Abu Dhabi

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## PROFESSIONAL SUMMARY

Dynamic professional with proven experience in both academia and corporate sales. Served as an Assistant Professor specializing in delivering lectures, mentoring students, and contributing to curriculum development, while fostering an engaging learning environment. Also worked as a Senior Sales Officer, driving business growth through strategic sales planning, client relationship management, and achieving revenue targets. Adept at combining strong communication, analytical, and leadership skills to adapt across diverse roles. Passionate about continuous learning, knowledge sharing, and achieving organizational goals through innovative approaches.

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## PROFESSIONAL SKILLS

- Curriculum Design & Development
- Student Mentoring & Guidance
- Research & Academic Writing
- Classroom & Online Teaching
- Educational-Technology(Smart Classroom, LMS tools)
- Seminar & Workshop Facilitation
- Assessment & Evaluation Methods
- Microsoft office (Excel, Word, PowerPoint)
- Strong Communication & Presentation
- Time Management & Multitasking
- Adaptability & Quick Learning
- Business Development & Lead Generation
- Sales Strategy & Revenue Growth
- Client Relationship Management (B2B/B2C)
- Market Research & Competitor Analysis
- Negotiation & Persuasion
- Team Coordination & Training
- Customer Service Excellence
- Leadership & Team Management
- Analytical & Problem-Solving Skills
- Data Analysis & Reporting
- Public Speaking & Networking

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## PROFESSIONAL EXPERIENCE

**Assistant Professor | November 2021-July 2025**

[Rajadhani Business School](#)- Thiruvananthapuram, India

- Served as Placement Coordinator, facilitating student recruitment drives and industry interactions.
- Worked as a TEDx Coordinator, successfully organizing and managing institutional TEDx events.

- Acted as LeEmperoz National Level Management Fest Coordinator, overseeing event planning, execution, and student participation.
- Provided project guidance to students, mentoring them in academic and industry-oriented research projects.
- Offered career guidance to students, helping them identify opportunities and plan career paths.
- Handled Operations and Marketing subjects, delivering lectures, case studies, and practical learning experiences.
- Functioned as Faculty Development Program (FDP) Coordinator, organizing training sessions and workshops for faculty skill enhancement.
- Coordinated student internships, liaising with companies to ensure meaningful industry exposure.
- Worked as an Exam Cell Coordinator, managing examination schedules, invigilation, and evaluation processes.

### **Senior Sales Officer | July 2019-March 2021**

[Berger Paints India Ltd.](#) - Kozhikode, India

- Managed existing dealer activities, ensuring strong business relationships and smooth operations.
- Handled new dealer openings, including on boarding, training, and sales activation.
- Tracked and analyzed competition and key contractor activities to identify market opportunities.
- Coordinated painter engagement activities to build brand loyalty and drive product usage.
- Monitored the activities of customer executives to ensure sales targets and service quality were achieved.
- Involved in scheme preparation and discussion, aligning promotional strategies with business goals.
- Oversaw secondary sales operations, ensuring timely product availability and distribution.

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## **EDUCATION**

**Master of Business Administration in Operations and Marketing | 2017-2019 (CGPA-8.06)**

[Saintgits Institute of Management, Kottayam](#), India

**Bachelor of Technology (B.Tech) in Mechanical Engineering | 2013-2017 (CGPA-7.8)**

[Valia Koonambaikulathamma College of Engineering and Technology, Thiruvananthapuram](#), India

**Higher Secondary (Science Group) | 2011-2013**

Government Model Higher Secondary School Varkala, Thiruvananthapuram, India

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## **CERTIFICATION AND ACHIEVEMENTS**

- Qualified **UGC NET in Management**, Certificate No-**24D/04/028706**
  - Selected as reviewer in the “**International Journal of Travel Medicine and Global Health (IJTMGH)**”.
  - Presented a paper titled “**Circular Economy and Product Design: Enabling Sustainability through Innovation**” at Venturize- International Paper Presentation Conference.
  - Completed Programme on “**Qualitative Research and Data Analysis using NVIVO**”
  - Published a paper in NOLEGEIN Journal of Global Marketing, titled “**Study on consumer satisfaction with the implementation of customer retention strategies with special reference to print media**”
  - Completed the course on “**Intellectual Property Management for Startups**” organised by Turnip
  - Published a Patent titled “**A system for evaluating various paraments of social entrepreneurship in modern business and method thereof.**”
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## **LANGUAGES**

- English – Fluent
  - Hindi – Conversational
  - Malayalam- Native
  - Tamil - Basic
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## **ADDITIONAL INFO**

- Nationality- Indian
  - Date of Birth- 23/05/1995
  - Passport No. – P4777183
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