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**SALES MANAGER**

***Industry Exposure*:***Metal & International Trade*

*Possess a* ***Post Graduate Diploma in Marketing*** *from* ***Birla Institute of Management Technology,*** *Noida and a* ***B.E. (Mechanical Engineering)*** *from* ***Sathyabama University****, Chennai*

Customer focused professional and a highly adept technocrat bringing to the table nearly two years of experience in managing the sales and business development of the organization as a **Sales Manager**. Provides consistent ethical, analytical and confidential assistance in collaborating and communicating with a diverse range of individuals in all levels of an organization. Recruited to manage the sales team in the northern region (Delhi). Ability to anticipate customer needs and offer quality solutions using superior sales management and organizational skills. Demonstrated expertise in dealing with import of non-ferrous metals to India from overseas suppliers

***~ Core Competencies ~***

*~ Client Servicing ~ International Trade ~ International Business ~ Metals ~ Business Development ~ Sales Development ~ Planning & Reporting ~ Market Intelligence Gathering~ Operations Management ~ Services Marketing ~ Consumer Behavior ~ B2B Marketing ~ Marketing Research & Analytics~ Team Leadership ~*

* Successful in achieving more than the set target of the first year sales by increasing business with existing clients and by adding 6 new clients
* Instrumental in creating a new niche market for Silicon metal in the northern region of India
* Possess good negotiating skills and understanding of market movement developed through exhaustive reading of market reports
* Effective leader with excellent communication, team building and relationship management skills
* Excellent interpersonal and analytical skills with proven track record of utilizing a process-oriented approach towards the accomplishment of cost, profit, service & organizational goals

**CAREER REVIEW**

**Sales Manager**⏵Cochin Alloy Products Pvt. Ltd., Kerala **May 2014 – Present**

***Sales Development***

* Responsible for market development within the territory. Evaluating business opportunities for Ferro-silicon. Selling various Aluminium and Copper scraps catering to various customer needs. Currently handling a team of 5 people.
* Key role played in physical trading of metals like Aluminium , Copper and Brass.
* Developing and maintaining a high level of customer satisfaction.
* Preparing presentation of the company and its products.
* Participation in various strategy sessions regarding sales and production.

***Planning & Reporting***

* Forecasting the future market and making adequate changes to maximize the profitability.
* Reviewing monthly reports and sales forecasts to analyze current/potential market and sales trends, coordinate activities to increase revenue and monitor performance to ensure actual sales meet or exceed established revenue plan.

**Sales Manager**⏵The British Metal Corporation (I) Pvt. Ltd., New Delhi **Jan 2013 – Apr 2014**

(A Group company of Amalgamated Metal Corporation plc. London and Hinduja Group)

***Business Development***

* Assisted in import of non-ferrous metals; moderated the trade for the company and generated sales
* Ensured the proper cascade & implementation of all initiatives &new processes aimed at betterment of business
* Interfaced with mid and senior level management professionals on business trends with a view to developing new services, products, and distribution channels

***Team Management***

* Managed a team of 7 members; managed productivity and performance of team members on all related areas
* Conducted regular trainings for sales team on new business processes and requirements in order to reduce rejection ratios and increase team productivity

***Market Intelligence Gathering***

* Forecasted targets and worked towards attaining the targets; formulated market development and customer communication plans for the client
* Monitored market’s import activity, including outstanding proposals and pipeline; followed up on contract signing & completion and project status

***General Administration***

* Set high standards for product or service quality; worked effectively across functions, departments, & geographies
* Ensured turnaround time is maintained for all branch level activities as per set guidelines; identified potential issues & quickly escalating them
* Attended to detail without being rigid; thorough and complete with task assignments; helped others organize and manage details

**ACADEMIC CREDENTIALS**

**2013 PGDM** (**Major: Marketing**) - Birla Institute of Management Technology, Noida

**2011 B.E.** (**Mechanical Engineering**) - Sathyabama University, Chennai

**PROJECTS**

|  |  |
| --- | --- |
| **The British Metal Corporation (I) Pvt. Ltd.** | |
| ***Title:*** | **Sales & Marketing of Non-Ferrous Metals by Import from Overseas** |
| ***Scope:*** | * Understand flaws happening within the company * Identify potential of international metal trading in future |
| ***Achievements:*** | Received pre-placement offer |

|  |  |
| --- | --- |
| **Kent Constructions Pvt. Ltd.** | |
| ***Title:*** | **Sales & Marketing of Luxury Villas in Cochin** |
| ***Scope:*** | * Identify the luxury market in Cochin * Support the company for launching a project |
| ***Achievements:*** | Instrumental in the successful launch of the company’s project |

|  |  |
| --- | --- |
| **Graduation Project** | |
| ***Title:*** | **Design & Fabrication of Motorized Mechanical Recliner** |
| ***Scope:*** | * Designed and fabricated a mechanical recliner working on a single switch * Enabled changes in recliner position and facilitated tilting at various angles through the switch * Focused on people having heart and knee problems |
| ***Achievements:*** | * Appreciated and hugely accepted in hospitals for being of great assistance to the needy people |

**OTHER DETAILS**

**Date of Birth:** 4th Sep 1989**|| Linguistic Abilities:** English, Malayalam, Tamil and Hindi

***~ References available upon request ~***