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|  **TEDDYD:\453 (1).jpg****Teddy.338677@2freemail.com** |
| **Sales & Marketing, Training, Administration & Business Development Professional** |
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15 years work experience with 6months in Dubai as business development and sales coordinator for wholesale & re-export in FMCG & house hold products. Good experience in Automobile, Telecom, Financials, and service industry. Channel Sales & Management, Business Planning, Development & Business administration, Soft skill Training.

**Skills and Competence:**

* Excellent negotiation & Selling skills
* Strong presentation and creative skills
* Leadership ability and a great team player
* Excellent verbal and written communication
* Worked and performed under pressure
* Good at developing sales strategies & execution on performance metrics
* Excellent exposure in setting up business in untapped and challenging environment
* Good in computer program skills like MS Excel, word, Power Point etc
* Strong social networking

**Professional Credential**

**J & J Marketing LLC-Dubai 1st Dec 2015- May 2016**

 **Business Development & Sales Coordinator: CELLO**

* Handling wholesale business for Pens & House hold products
* Managing & supporting wholesale customers on daily basis
* Generating revenue from the sales of pens & household products
* Payment monitoring and collections
* To collect and update weekly market and competitor activities
* To drive Sales promotion activities and schemes and offers.
* Launching new product range.
* To collect and submit weekly and monthly updates on competitor activities
* Scouting and appointment of potential new distributers

**Unilever Asia Pte Ltd**

* Coordinate, negotiate and manage re exports businesses
* Support Re-export customers on day to day operational needs
* Tracking shipment, BL Documentation and delivery schedules
* Getting COO and other documentation work done from Dubai Chambers of Commerce
* Coordinating Invoice generation and Payment collections
* Managing and keeping track of P&L and MIS
* Regular meet with customers for new orders and update execution flow

**Elegance Cleaning Pro: July 2009 - 10 June15**

 Residential & Commercial Facility Management Services Company.

 **Business Head:**

* Setting up and managing day to day business operational activities for each verticals
* Meeting Commercial & HNI clients for AMC’s and other services
* Organizing customer meets, road shows and awareness program under our Residential Cleaning Program
* Managing and coordinating Sales, Marketing & TDM activities
* Facilitating Accounts, Logistics and Man management services
* MIS tracking of daily , weekly and monthly business
* Weekly review and access performance of service providers under each department
* Price Negotiation and monitoring of vendor services to affect critical and efficient operational needs
* Plan, organize and to execute work process and time schedules for each department for better coordination

**Birla Sunlife Insurance Co Ltd, May 2008- May 2009**

 **Branch Head**

* Handling a strong 50 member team in sales, training and back office operation.
* Driving monthly plan and target for sales team
* Organizing training and development program for Sales team
* Monitoring and reviewing sales team on plan versus actual ,lead generations, new customer additions, cross selling loyal customers
* Rewards, reorganization and growth program for sales and business associates

**ICICI Prudential Life Insurance Co Ltd, Jan 2006 - May 2008**

 **Area Manager/Branch Manager (HNI)**

* Managing and generating revenue for the branch. Sale, channel development , Training, customer care & operations team.

**RELIANCE COMMUNICATION LTD June 2001 - Dec 2006**

 **OPERATIONAL COORDINAT/ CHANNEL SALES MANAGER**

* Channel Management involving building and development of channel partners, training on product/services and strengthening the business network.
* **All India 4th ranking with 181% achievement in SEP 6 Contest- Category 110 City. Won the closely contested overseas trip to Bangkok & Singapore**

**MRF LTD- June 1995- May 2001**

**Sales Executive/sales supervisor**

**ACADEMIC CREDENTIALS**

* **PG Diploma in Marketing & Sales Management 1997** ◾ Bharatiya Vidhya Bhawan, Lucknow
* **B.Sc (PCM)1994 ◾** Lucknow Christian Degree College

**Trainings Undertaken**

* Certification In Wealth management from The American College and IAIFM.
* Under taken various Soft skill training programs.

**Language Proficiency:** **English, Hindi, Malayalam**

Marital Status : Married with 2 children