****

**Mithun**

**Email:** mithun.344876@2freemail.com

**C/o-Phone:** +971502360357

**PERSONAL PROFILE**

Business Development Professional with progressive experience under various capacities, primarily involving Sales, Account Management, Marketing & Sales Support. A strong team player with ability to work independently. Self-motivated and focused towards organizational and personal goals. Strong professional networking, interpersonal and relationship building skills.

**PROFILE**

**Experienced Sales Professional with more than 5 years’ experience in Sales & Marketing**.

* Dynamic Sales and Marketing Professional with specialization including strategic planning, distribution, team management, product management, relationship management, product promotion and launch, Revenue Generation, Brand Promotion and Market Penetration.
* Demonstrated networking skills in developing interpersonal relations with persons in key positions and leveraging these contacts for the benefit of the company.
* High-performing professional with experience in optimizing & streamlining business operations, expansion of marketing network, consequently achieving and providing high productive standards. Exceptional networking skills; ability to build and nurture productive rapport with channel partners to ensure inflow of business.
* Excellent business sense backed by excellent analytical rigor to develop interactive marketing programs and strengthening companies to lead in competitive markets and for delivery innovative marketing concepts and strategies.
* Able to work independently in a fast paced and rapidly changing environment

**Specialties:**

* Relationship Management
* Market Penetration
* Cold calling
* Consultative Selling
* Go-to-Market Strategy
* Large Account Sales
* Sales Territory Planning
* Segmentation, Targeting & Positioning
* Ability to quickly understand client needs and develop appropriate market responses
* Capacity to master a large variety of product specifications and applications

**Professional Experience**

**Sanjos Timber Industries**

***Manager Business Development- Aug 2015- Jan 2017***

* Promote the company brand to key buyers, ensuring their knowledge is current and appropriate.
* Keeping up to date with the latest developments in the marketplace.
* Generating new business both in face to face meetings and over the phone.
* Acting as an ambassador of the business at all times.
* Making sure that all sales opportunities are fully explored and captured.
* Identification and segregation of potential market segments
* Maintaining customer record cards for sales team to easily understand and use
* Collating market intelligence
* Anticipating market trends in a fast changing business environment.

**Symphony Teleca (UAE,Singapore,Newzeland,France)**

***Business Development– Dec 2011- July 2015***

* Delivered high quality service by developing in-depth knowledge about technical specifications and company’s process and systems and documenting them.
* Grasped diverse business needs of customers and offers exact solutions.
* Met frequently with potential clients to sell various IT services.
* Maintained customer base and regional accounts.
* Offering support to customers, wherever and whenever possible
* Met and exceeded company sales and productivity goals.

**Achievements:** “Going the extra mile“

**Dell**

***Sales Associate - Nov 2005 to December 2007***

* Sales of Dell printers ,catriges,laptops ,servers and various other Dell products
* Identify/Probe for customer requirement and provide suitable solutions.
* Follows up Regular with customers by making outbound calls
* Learning a broad range of Dell technology, products, and services and is able to identify how these products and services align to customer needs.
* Able to explain technical, industry, and market facts to position Dell as a competitive solution.

**Achievements:** Achieved the highest revenue at Dell, for Printer’s& Accessories sales (Jan 2006 - June 2006)

**EDUCATIONAL QUALIFICATIONS:**

* MBA (Marketing) from IIPM 2010 ( IMI Belgium)
* BA (Hep) from Vinayaka Mission College in 2006
* 12th standard from St John College 2001
* 10th standard from St Thomas school (Kerala) in 1998

**Miscellaneous**

**Languages**: Fluent in English, Hindi, and Malayalam

**Interests**: Travelling, Networking and socializing, Reading and sports

**PERSONAL DETAILS:**

**Date of Birth**: 23rdApril 1982

**Nationality**: Indian

**Sex:** Male

**Marital Status**: Married

**Visa:** Convertible