**JAYAPRAKASH**

**JAYAPRAKASH.81960@2freemail.com**

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| **MOBILE**  |
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| **Objectives** | **I would like to work at a key player in the marketing hierarchy of an organization. I am looking for a challenging role where I will have ample opportunities to utilize my skills & experience in guiding and overseeing the market function of the organization. Other than my primary goals of furthering business growth and developing through increased sales, I would like to contribute to the success of the organization by monitoring the younger and less experienced members and helping them to achieve their objectives.** |
| **Education** |
|  | **Calicut University - Kerala****Bachelor of Commerce****Calcutta University- Calcutta****Master of Commerce****Course Completed** |
| **Awards received** |
|  | **Awarded Best Employee of the year 1992 from C. K Birla Group** |
| **Strength & Skills** |
|  | **Exceptional people skills****Very well versed with operating in the middle east****Several years of successful Sales & Marketing Experience****Can independently design & develop sales plans and marketing strategies.****Excellent leadership skills. Able to groom a disciplined, motivated and knowledgeable sales force.****Can make valuable contribution to long-term growth and business development goals at the enterprise level.****Conversant with the use of computer for day-to-day business needs.** |
| **Languages** |
|  | **English, Hindi, Malayalam, Tamil & Bengali.** |
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| ***Work Experience***  | ***February 02,2013 to till Date with CMS Global Group at their Dubai office as Manager (Adhesive Tape Division)******CMS Manufacturing Co LLC is one among the leading converter of Industrial Adhesive Tape Under DURO and DYNO Brand. Presently working with a Multinational Company who are into manufacturing all Kinds of adhesive tapes from 2nd February 2013 to till date as Manager (Sales& Marketing) and acting as Divisional In charge at their Dubai office. Directly Reporting to Chairman of the Group Co.(www.cmsglobal.com)******September 2006- 01st Feb 2013 With M/s Al Reyami Group of Companies at their Dubai office as Sales Manager.Promoted as Sales Manager from October 2010and worked with them till February 01, ,2013. (www.alreyamigroup.ae).******Started working with AL REYAMI GROUP since September 2006 to September 2010 Dubai as Assistant Manager (Waterproofing and Trading Division (Building material and Adhesive tape). Al Reyami Insulation Material is one among the leading waterproofing sub- contractor in UAE*** ***Duties handled:*** ***Meeting with consultant/Contractor/Client for approving/signing and finalizing sub contract agreement for waterproofing of major project in Dubai/Ajman/Sharjah/RAK and Ajman..*** ***Interacted with major manufacturer of membrane in UAE as well as Overseas and promoted their product based on consultant requirement.*** ***Collecting details of major waterproofing contract from membrane manufacturers and closely worked with them for getting the sub contract work for waterproofing in specified project with the help of membrane manufacturer.******Marketing Geo Textile Fabrics as major item along with waterproofing sub contract work.******Meeting with most of the leading sub-contractor for Waterproofing for Supplying Geo textile fabrics. Now almost 75% of waterproofing sub- contractors are my leading client base for Geo Textile Fabrics.*** ***Have attained thorough knowledge in Liquid Membrane\Self Adhesive membrane.******Have updated market information of membrane manufacturer in UAE particularly about their pricing.*** ***Highlights******Developed the market for Geo Textile and waterproofing material like, water stop, membrane, Polystyrene Insulation Board and protection board. Etc. etc.*** ***Sales target achieved constantly through Contractor/Consultants/Traders.******In addition to Sales, I am involved in Purchase/execution where I am assisting the concerned department for timely completing the waterproofing works.******Aug2002-Jan 2006 with Euro gulf Packaging. & Adhesive FZC. Sharjah as Senior Sales Executive******(M/S. Eurogulf Packaging & Adhesives FZC is manufacturing of all kinds of industrial adhesive tapes under brand name “EUROTAPES”.)******Developing business for EURO brand adhesive tape for local and overseas market through proper sales promotions and dealer network.******Field training for sales staff.******Overseas tour for business development******After all in single word take care of all whole sales of the company with two sales executives.*** |
|  | **April 1999 - June 2002 with Nivaco Ltd. Jebel Ali, Dubai as Sales Executive****(M/S. Nivaco Ltd., Jebel Ali is one among the leading manufacturers of all kinds of self-adhesive tapes under brand name “TUFTAPE”.)****Retail & wholesale marketing of all kinds of adhesive tapes like protection tape, BOPP, masking, duct, Aluminium and specialty tapes to manufacturing units like foods, garments, traders and Aluminium fabricators****Achieving sales objective and maintaining client credit control****Extensive field coverage.****Increased client base & marketing client credit control****Sales development looked after by one-man army.****Proved track report increased sales & enforced job responsibilities.****Handled entire sales of the company.** |
|  | **Feb 1995 - Jan 1999 with Anchor Allied Factory Ltd. At their Sharjah office as Sales Officer****(M/S. Anchor Allied Factory ltd. Is one among the leading manufacturers of all kinds of self-adhesive tapes under brand name “ASMACO”.)****Retail & wholesale marketing of all kinds of adhesive tapes like protection tape, BOPP, masking, duct, Aluminium and specialty tapes to manufacturing units like foods, garments, traders and Aluminium fabricators****Achievement in sales objective and maintaining client credit control****Extensive field coverage.****Increased client base and maintained client relationship.****Visited Middle East Oman, Bahrain, and Qatar for business development.****Sales increased in these years considerably and direct contact with client had doubled.** |
|  |  **Oct.1990 – Dec. 1994 with M/S. Birla Engineering Service at their Calcutta Regional Office as Sales Assistant****(M/S. Birla Engineering Services a division of Hindustan Motors Ltd. A Shri C. K. Birla Group Co.)** **Joined as Trainee in Sales & Accounts in Oct 1992 transferred to sales dept. EME division as sales assistant.****Contacting potential customers****Arranging enlistment of firm and obtaining regular enquiry’s****Submission of offer participation in tender opening evaluation of bids and constant following in security orders****Follow up for timely inspection and supply of material** **Persuasion of final acceptance of material s at party’s end and release gr. Notes etc.****Collection of outstanding payment maintaining office record pertaining to sales.** |