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# **Clement Kuriakose**

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Ernakulum (Dist), Kerala -686671 **0522757189**, 09746558640,

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| **Profile:**  An exceptional, innovative and result oriented sales professional with a consistent history of generating new revenue and exceeding competitive sales goals in addition to excellent communication ,interpersonal skills, exposure to business development, marketing, strategic planning, client relationship management and customer service. Ability to leverage skills and capabilities to participate in sales/marketing activities. Proven success in leading business development efforts, expanding customer base and increasing revenue potential with in organizations. Skilled in improving customer retention levels within highly competitive markets. Exceptional leadership abilities concerning team activities. A high degree of self-motivation and ability to work under pressure and to tight deadlines.  **Career Objective**-To pursue a highly rewarding career, seeking for a job in challenging and healthy work environment where I can utilize my skills and knowledge efficiently for personal and organizational growth.  **Professional experiences-**  1.Participated in sales/Marketing functions with in various organizations 2.Led business development and marketing efforts, which expanded the customer base and introduced products into special markets. 3. Conducted market research identified emerging trends and introduced marketing strategies. 4. Contributed to the implementation of promotional programs. 5. Played a key role in increasing retention as well as satisfaction rates. 6. Handled client relationship management functions, which included promoting enduring relationships with a diverse clientele. 7. Cultivate positive and enduring relationships with customers. |
| **Education/Professional Qualifications:**   |  |  |  |  | | --- | --- | --- | --- | | Course | Institution | Year Of Passing | Grade | | MBA,PGDMM | MA College(IGNOU) | 2012 | First class | | PGDM | MA College(IGNOU) | 2011 | First class | | DIM | MA College(IGNOU) | 2010 | First class | | BA Management | Crosland College(Mangalore) | 2009 | First class | | Plus 2 | Baptist Theological College | 2006 | Third class | |
| **Technical Skills: System Knowledge**  -Word Processing and publication-Microsoft word  -Spread Sheets and databases-Microsoft Excel  -Presentation-Microsoft PowerPoint  -Email-Google Mail, Yahoo Mail etc...  -Experience in preparing and analyzing reporting data for management  accurately and to timescales |
| **Key Skills:  Communication** - Deals with internal and external customers at all levels via telephone and email, to ensure successful communication via actively listening and probing questions. **Problem solving** - Resolves in-depth queries in a methodical manner independently and with internal and external business partners to find appropriate resolutions, efficiencies and high level of quality. **Team Player** - Enjoys sharing knowledge and encouraging development of others to achieve specific team goals.   **Planning and organizing** - Refined planning and organizational skills that balance work, team support and ad-hoc responsibilities in a timely and professional manner. |
| **Project Experiences:**  1. Introduction of a New Product(Scientific Digital diary) –in Crosland College  2.Organization Study- in KKR Mills Pvt. Ltd(Nirapara Brand), Ankamally  3. Influence of Mother Brand on Brand Extension-in KKR Mills Pvt. Ltd, Ankamally.  4. Market Survey on Food Color Powder Manufactures (competitors)with reference to the introduction of a new  Segment of ½ kg food color powder by Bush.  5. General Competitors Study with reference to the introduction of a new product to the Food color powder  Market. |
| **Extracurricular Activities &Hobbies**  -Represented for University Level Football Matches.  -Participated in Various Sports and Art fests.  -Worked as the Coordinator & Event Manager for various Management Fest & Events.  -Traveling, Driving, Art and Sports, Music and Games |
| **Preferred Location:**  UAE/Australia/Switzerland/Canada |
| **Availability:**  From August 1st onwards |
| **Career History 1**   |  |  | | --- | --- | | Employer | Maneesh Gas Appliances Pvt. Ltd. | | Period | From 28/11/2011- 30/11/2012 | | Designation | Regional Sales Manager |     **Achievements**  1. Joined as a Regional Sales Executive & within three months became Regional Sales Manager for Kerala State operations.  2. Handled a team of 5 members for the sales and promotional activities of various markets in Kerala.  3. Very often took leading role in recruitment of new executives and designing of new brochures for the company.  4. Added about 14 new potential customers to the company, personally.  5. Met targets through frequent visits and negotiation with the customers.  6. Many times, took the responsibility of personally delivering and replacing the goods to the customers.  7. Spent time with Transporters and Booking agents for price negotiations.  8. Regular follow up for the payments and given better after sales service to the customers. |
| **Career History 2**   |  |  | | --- | --- | | Employer | International Flavors and Fragrances India Pvt. Ltd. | | Period | From 01/12/2012- 26/03/2014 | | Designation | Sales Trainee |   **Achievements**  1. Introduced several potential dealers to the company.  2. Travelled across the Karnataka State to understand the product potential and customer feedback.  3. Attended several customer quarries and complaints.  4. Maintained a good rapo and relationship with the dealers which benefited in achieving targets and on time  payments.  5. Met targets through frequent visits and negotiation with the dealers.  6. Worked as a coordinator for several events like Bakers Meet, Prodcut Launching conducted by the company.  7. Always kept a good attention to the competitors market and suggested new methods for marketing the  products.  8.Sat with the management and customers for negotiations on price and compliments  9. Took the responsibility of on time payments and adjusting credit notes and debit notes of the company.  10.Conducted a Market Survey and Project Report with reference to the competitors  in connection with introducing a new product and segment to the market. |
| **Career History 3**   |  |  | | --- | --- | | Employer | Synthite Industries Limited | | Period | From 12/05/2014- 18/06/2014 | | Designation | Senior Sales Associate |   **Achievements**  Completed the training and left the job to have better career prospects in abroad |
| **Personal Information**  Name: Clement Kuriakose  Gender: Male  Date of birth: 22-10-1988  Marital status: Single  Nationality: Indian  **Visa Status-** Visiting Visa  **Validity-** Till 22/10/2014 |