***RESUME***

 

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# Profile summary

Over 24 years of experience in Sales, Marketing, Brand Development, Vendor Development and Team leadership. Proven track record in new product positioning, client development and maintenance. Territory penetration, emerging market trend identification.

# Professional Experience

 **1.Worked with Asian Granito India Ltd as Assistant Regional Manager looking after All Kerala operations From 2019 May to 2021 June.**



## 2. Worked with Emcer Tiles Pvt Ltd as Assistant Regional Manager looking after South and Central Kerala Operations From 2017 November to 2019 May.

**Job Responsibilities**

### Collaborating with Senior Managers to establish and execute sales goals for the region.

1. Managing a sales team in order to maximize sales revenue.
2. Sales forecasting quarterly, annually, and monthly.
3. Assisting sales personal in their techniques.
4. Team Management.

#### 3. Worked with Inovar Floors India (P) Ltd as Business Development Manager from 2014 July to 2017 October and was in charge of All Kerala operations.

**Job Responsibilities**

1. Increase Dealer Net Work.
2. Business development through projects and channel Sales.
3. In shop Branding.
4. Market Generation, New Dealer Appointment, Payment Follow up.
5. Customer Relation Management.
6. In shop branding, Display and other Marketing Efforts.
7. Meeting Architects, Interiors and Projects.
8. Team Management.

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####  4.Worked with Orient Bell Ltd as Senior Area Manager since 2009 December to 2014 July Based at Cochin , and looked after all Kerala operations of Europa Division .

**Job Responsibilities**

1. Analyze marketing trends and providing valuable inputs to the company for Product enhancement.
2. Sales promotion through Architects, Dealer network and through upcoming projects.
3. Sales promotion through Builders.
4. Market Generation, New Dealer appointment, Payment follow up.
5. Market measurement studies.
6. Customer relation management, Co-ordinate dealer meets Sales promotion campaigns etc.
7. Sample displays and Other Marketing efforts. 8.Coordination with Territory Managers.

#### 5.Worked with NitcoTiles Ltd, as Asst Area Manager since 2006 December to 2009 December , And looked after all Kerala operations for its Mosaico Division.

**Job Responsibilities**

1. Sales generation through Dealer network for its newly launched Mosaico Division for all Kerala Operations.
2. Sales promotion through Builders and Architects.
3. Market Generation, Payment follows up.
4. Display updating at dealer counters and other marketing efforts.

#### Two years experience with Kajaria Ceramics Limited as Sales Executive in Central Kerala operations for its newly launched division *Kajaria Vitro*, since November 2004 to 2006 December.

**Job Responsibilities**

1. Sales generation through Dealer network.
2. Sales promotion through Builders and Architects.
3. Market Generation, Payment follow up.
4. New dealer appointment.

#### Two years and 8 Months experience with Italia Ceramics Ltd as Sales Executive. For their Central Kerala operations from 2002 February to 2004 November.

**Job Responsibilities**

1. Sales generation through Dealer network.
2. Sales promotion through Builders and Architects.
3. Payment follow up.

#### One year 6 Months Experience with MA Ceramics (P) Ltd as Sales Executive, They are the C&F Agent for Italia Glass (P) Ltd and Pavit Ceramics , 2000 July to 2002 February.

**Job Responsibilities**

1. Sales generation through Dealer network
2. Sales promotion through Builders and Architects
3. Market Generation, Payment follow up.

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| **Educational Qualification:****Course Completed** | **Board /University** | **Grade** |
| S S L C | Board Of pub. Exams | First Class |
| Pre-Degree | M.G University | Third Class |
| B.Com | M.G University | Third Class |
| M.B.A | ISBM | A+ |

**Computer Knowledge** MS Word, Excel, Internet **Personnel Information**

Date of Birth: 12th October 1976. Marital status: Married.

Sex: Male.

Hobbies: Travelling, Hearing music, Watching TV.

Area of Interest: Sales and Marketing, Client relationship, Channel Sales.

#### Strengths:

Hard working, Sincerity,Dedication, Good relation with Channel Partners.

#### Languages Known:

English (Read, Write, Speak) Hindi (Read, Write, Speak) Malayalam “(Read, Write, Speak) Tamil (Speak Only)

#### Declaration

I hereby declare that the information furnished above are true and correct to the best of my knowledge and belief.

Place: Ernakulum.

Date: 19/05/2023 **Juby Joseph**

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