



BUSINESS DEVELOPMENT MANAGER

CHINTHU UTHAMAN



EXPERIENCE



Process-oriented and versatile business developer with 12 years of experience in establishing long-term partnerships and recruiting new affiliates. Exceptional negotiation, persuasion, cold calling, and multitasking skills with an adequate understanding of implementing technology in long-term planning. keeps informed of the latest trends in business. A prescient and consummate manager with experience in planning, implementing and forecasting strategies and innovations.

✉ chinthuuthaman@gmail.com

🏠 FLAT: 12, BLDG: 564, ROAD: 2515, AREA: JIDDAFFS

📠 34457018

📅 May 31, 1988

🌐 Indian

🔗 [linkedin.com/ChintuUthaman](https://www.linkedin.com/ChintuUthaman)

SKILLS

- Communication & Interpersonal Skills
- Negotiation & Persuasion
- Project Management & Computer Skills
- Business Intelligence
- Analysing ROI data
- Research & Strategy

LANGUAGES

- English | Advanced
- Hindi | Advanced
- Malayalam | Native
- Tamil | Advanced

REFERENCES

- Mr. Lalji , General Manager,
- Al Jishi Corporation
- Mr. Abraham, General Manager
- Ali Rashid Al Amin
- Mr. Shibu , Business Development Director
- We First Trading

EDUCATION

- Jun 2009 MBA (HR & FINANCE)
- Jun 2011 Anna University. Coimbatore
- Jun 2005 BSC. COMPUTER SCIENCE
- Jul 2008 MG University. Kottayam

● Present

BUSINESS DEVELOPMENT MANAGER **We First Trading. Manama, Bahrain**

1. Developing marketing strategies to target customers, predicting customer behavior, and conducting surveys or trial studies to research new strategies.
- 2.
2. Overseeing any aspect of marketing related to a company's brand and ensuring that all branding decisions ultimately result in stronger sales .
3. Increase brand awareness, build trust, build brand loyalty, and set expectations, overseeing sales , managing client accounts and strong rapport with customer.
4. Develop a network of new contacts to attract new clients, research new market opportunities, and oversee growth projects, making sales projections and forecasting revenue in line with projected income.
5. Expertise in marketing areas like market research and brand strategy.
6. Brand handled: Brother Max, ION8, Made of, PUJ, Bebe Au lait, Attitude,Pro Wings

● Jul 2020
Jun 2022

KEY ACCOUNT SALES MANAGER **Ali Rashid Al Amin. Sitra, Bahrain**

1. Handling key accounts like Lulu hypermarket, Ramez & Carrefour, and Ansar Gallery.
2. Responsible for making Sales projections and Revenue forecasting
3. Handled a team of salespeople (Executives, merchandisers)
4. Assisted the Sales Manager for monitoring and achieving the targets with out any inconveniences.
5. Brand handled: Afia oil (Food Item)

● Nov 2011
Jun 2020

ASSISTANT SALES MANAGER **Al Jishi Corporation. Salmania, Bahrain**

1. Assisting the General Manager to monitor, scrutinize, and supervise a team of salespeople.
2. Preparation of Sales targets, Aging reports, Schedule reports, and sales reports on a weekly basis.
3. Handled Hypermarkets, Supermarkets, wholesalers and pharmacies.
4. Dealing with the Parent company (brand) regarding market support and order quantity.
5. Brands handled : Imperial leather, Axe Oil, Nair, Canderel, Taiwan Stanch, Femfresh, Pearl Drops, Smokers, Batiste, Beurer, HintMint