



# Manjunath Edoth

**Manama, Bahrain**

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*Results-driven Sales and Operations professional with a strong managerial background spanning over 5 years. Recognized for expertise in key account management, particularly in the dynamic markets of the **GCC**. Holds a valid **UAE driving license**, showcasing adaptability and commitment. Seeking a leadership role to refine sales strategies, cultivate lasting client relationships, and drive operational excellence for sustained organizational growth and profitability.*

## **Educational Background**

### **Post Graduate Diploma In Business Management**

IISD (Pursuing)

### **BBA, Marketing**

Periyar University

### **Diploma-FIATA,**

Montreal, Canada

## **Certifications**

- Certificate Course in Airline & Travel Management,
- Certified Financial accounting,
- Diploma – Computer hardware, ECIL Govt. of India,

## **Professional Skills**

- Key Accounts Manager
- Client Relationship Management
- Strategic Planning
- Problem Solving
- Negotiation
- Zoho ERP
- Customer Relationship
- Market Analysis
- Team Management
- Business Oversight

## **Professional Experience**

### **• Manager – Sales & Operations (Intl. Relocations)**

Shipago Relocations, Dubai

*Dec 2020 – Nov 2023*

### **• Manager – Sales and Operations (Intl. Relocations)**

Shipwaves Online LLC, Dubai

*Jan 2019–Nov 2020*

### **• Senior Sales & Operations Executive (Intl. Relocations)**

Elite Shipping LLC, Dubai

*Dec 2014–Dec 2018*

### **• International Sales Consultant**

Leader Relocations & Freight Forwarders LLC, Dubai

*Nov 2012–Nov 2014*

### **• Air Cargo Operations Executive**

Global Airport Services Pvt Ltd, Cochin International Airport

*Aug 2011–Sep 2012*

### **• Ticket Auditor BSP**

Alsarh Travel Groups(GSA-SV Airlines), Riyadh, Saudi Arabia

*Feb 2008–Apr 2011*

## Duties and Responsibilities

- Develop and execute regional business plans aligned with the company's overall strategy.
- Build and maintain strong relationships with clients, agents & suppliers ensuring satisfaction and addressing concerns.
- Lead and motivate the sales team to achieve targets and goals. Provide guidance, training, and support to the team.
- Identify and pursue new business opportunities, expanding the client base for International relocations business.
- Identify, evaluate, and select suppliers based on quality, cost, reliability, and other relevant factors.
- Develop and implement effective sales strategies to meet revenue targets and business objectives.
- Conduct market research to identify opportunities, monitor competition, and adapt strategies accordingly.
- Negotiate contracts with suppliers, and service providers to secure favorable terms and ensure reliable services.
- Established and maintained direct relationships with international clients, serving as the primary point of contact for their needs and inquiries.
- Forecast Quarterly and Annual profits.
- Ensure high levels of client satisfaction by addressing concerns and resolving issues promptly.
- Streamline operational processes to enhance efficiency and reduce lead times.
- Oversee the day-to-day shipping and Relocation operations, ensuring timely and cost-effective transportation of goods.

## Accomplishments

- Improved operational efficiency by 20%, leading to a 15% reduction in overall logistics costs.
- Developed a high-performing sales team through effective leadership and training programs.
- Successfully increased regional sales by a significant percentage in June- July 2022.
- Implemented real-time tracking systems for shipments, enhancing visibility and reducing transit delays.
- Drove business growth through Key account satisfaction and relationship-building.
- Demonstrated proficiency in managing international client relationships in the Relocation business.
- Negotiated favorable contracts with vendors and suppliers to optimize operational costs.

## Personal Information

**Address:** Choolezhathu House, Chullickal, Cochin 25

**DOB:** 01/06/1983

**Marital Status:** Married

**Nationality:** Indian

**Passport No:** M 9775299, Valid Indian Passport

**Visa Status:** Bahrain Visit Visa

**UAE Driving License No:** 3506401

**Languages:** English, Hindi, Malayalam

## Reference

### Mr. Rajesh Rajan

Finance Manager

Shipago worldwide Logistics DMCC

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### Ms. Vinatha Vijay

Sales Manager

Shipwaves LLC

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