

# Milon Jack Mathew



## Contact

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## Key Skills

- Dealer management
- Market research & analysis
- Service-focused
- MS Office
- Negotiation skills
- Attention to detail
- B2B marketing

## Languages

- English
- Hindi
- Malayalam
- Tamil

## Drivers License

Learner's license acquired

## Summary of Profile

Sales & Marketing professional with 1+ years of experience in a Territory Sales management role, also well experienced in new business development & dealer management, seeking similar opportunities in area of sales

## Experience

**Account Executive - 11/2019 to 01/2020****Pepper Square Media WLL, Manama, Bahrain.**

- Development of new clients and business relations across Bahrain market.
- Oversee timely completion of projects of client projects and collection of payments.

**Sales Manager - 01/2018 to 06/2019****Zoje Sewing Machine Co. Ltd, New Delhi, India.**

- Developing a new partner dealer network across South India.
- Market & competitor analysis on a regular basis to understand the market dynamics.
- Attending industry functions, such as association events and conferences, and provide feedback and information on market and creative trends to plan approaches.
- Working along with partner dealers to improve the penetration of the product in the retail market.
- Maintaining regular contact with partner dealers and ensuring timely collection of payments.

**Business Development Executive - 09/2016 to 08/2017****CityInfo Services Pvt. Ltd, Chennai, India.**

- Prospecting for potential new clients and convert to increased business.
- Working with a team to develop proposals that speaks to the client's needs and concerns
- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.

**Marketing Intern - 04/2013 to 06/2013****IndianOil Corporation Ltd. Chennai, India.**

Study on the loyalty programs of IndianOil and its major competitors.

## Education

- PGDM in Finance & Marketing, Rajagiri Business School. Kochi, India. 2012 – 2014.
- BCOM (Computer Applications), Bishop Speechly College for Advanced Studies, Kottayam, Kerala. 2009-2012.