



# JOBI JOHN

## Marketing Executive

### WORK EXPERIENCE

#### Marketing Executive-New Maqdeem Stationery co WLL

SEP 2019 -> PRESENT

CONFRONTING CLIENTS & ACQUIRING ORDERS BASED ON THEIR REQUIREMENT. MAINTAINING GOOD RELATIONSHIP WITH CLIENTS & OFFERING THEM SERVICE POST-DELIVERY. GENERATING NEW LEADS THROUGH REFERENCES AND OTHER SOURCES TO EXPAND CLIENT DATABASE. COLLECTING PAYMENTS & CLEARING DUES.

#### Marketing Executive-Tykun Realtors Pvt Ltd

MAY 2018->JUNE 2019

GENERATING LEADS THROUGH COLD CALLS & VARIOUS PLATFORMS AND CONVERTING THE LEADS INTO POTENTIAL CLIENTS, CONDUCTING MARKETING CAMPAIGNS & FAIRS TO ATTRACT CLIENTS AND PROVIDE THE BEST AVAILABLE OFFERS. CONVERTING LEADS TO SALES & OFFERING CLIENT PAYMENT OPTIONS. HELPING CLIENT TO CHOOSE THE APPROPRIATE HOUSING OPTIONS AS PER THE CLIENT REQUIREMENT. FIXING, FOLLOW UP OF APPOINTMENT. USING OF SOCIAL MEDIA PLATFORMS TO INCREASE LEAD GENERATIONS & PROVIDE LATEST OFFERS.

### EDUCATION

#### Master of Business Administration-Marketing & Logistics


2016 -> 2018 – CMS Institute of Management Studies


#### Bachelor of Commerce


2013 -> 2016 – CMS College of Science & Commerce

### PROFILE

*Enthusiastic Manager with a dual MBA in Marketing & Logistics with Accounting & Statistics graduate offering a solid academic foundation and progressive background in effective communication marketing strategies, product knowledge, material handling, packaging, movement, transportation. Customer-centric professional with a proven capacity to interface effectively with all levels of personnel and clients of diverse backgrounds. Employs cross cultural sensitivity and awareness to liaise with clients and develop positive, lasting relationships with key stakeholders.*

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