

Joju Sreedharan

Manager – Sales

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SUMMARY

20+ years of rich experience in delivering optimal results & business value in high-growth environments in different industries across sales, key account management and business development activities. Experience across all channels of business - Wholesale, Institutional, Dealers, & Organized Retail.

Expertise in managing business operations across the market with key focus on profitability by ensuring optimal utilization of resources. Proven skills in managing teams to work in sync with the corporate objectives & motivating them for achieving business and individual goals. Exceptional communication, presentation & interpersonal skills with proficiency at grasping new concepts quickly. Farsighted planner with strength to perceive beyond obvious. Result driven and focused with immaculate work habits, man-management, time management and leadership skills.

KEY EXPERTISE

Sales, Corporate Sales, Sales Planning, Business Development, Budget Management, Customer Retention, Dynamics of Business, Market Development, Managing Key Accounts, Process Improvement

EXPERIENCES

Sales & Marketing Manager

Aegis Medical W.L.L. Kingdom of Bahrain

Jun'20 – Oct'21

- Analysing budgets, scheduling expenditures, and ensuring that the sales team meets their goals.
- Researching and developing opportunities and plans, understanding consumer requirements, identifying market trends, and suggesting system improvements to achieve the company's goals.
- Gathering, investigating, and summarizing market data and trends to draft.
- Implementing new sales plans.
- Recruiting, training, scheduling, coaching, and managing sales teams to meet sales human resource objectives.
- Maintaining relationships with important clients by making regular visits, understanding their needs, and anticipating new marketing opportunities.

Business Development Manager

Redexy Website Solutions W.L.L. Kingdom of Bahrain

Aug'18 - May'20

- Successful in the business, by fostering and developing relationships with customers, suppliers, and other partners.
- Supported to improve profitability through careful strategic planning and positioning in the appropriate markets
- Successfully initiated, implemented, and maintained the core range distribution by channel. Analyzed and recommended action plans.
- Supported to Sales team on cross-sell and up-sell opportunities, and maintained a portfolio of partners for repeat business
- Developed a thorough understanding of key customer needs and requirements
- Built an excellent rapport with all clients and Planning, Budgeting, Forecasting & procurement for optimization of resources in field

Sales manager

Tadmur Trading W.L.L. State of Qatar

Jun'14 to May'15

- Accountable for Sales of Whirlpool Home Appliance products in Qatar.
- Increasing new customers & existing customer follow ups.
- Arranging sales reports including sales forecast.
- Effectively managed to increase the visibility of our brands thereby increasing the turnover.
- Preparing the yearly budget for sales & marketing activities for key accounts.
- All the promotion plans of the entire year.
- Responsible for generating Incremental Revenue month on month basis.
- Ensure the correct products and services are delivered to customers in a timely manner.

Division Manager

Ashrafs W.L.L, Kingdom of Bahrain

Jan'11 to Jan '14

- Was responsibility of Sales for BOSE & Sensor Small Domestic Appliances.
- Increasing new customers & existing customer follow ups.
- Preparing & submitting sales reports including sales forecast to General Manager.
- Successfully managed to increase the visibility of our brands thereby increasing the turnover.
- Generated sales performance report of clients and interpreting sales data to assist market planning
- Resolved customer's complaints and taking corrective measures.
- Accountable for all the promotion plans of the entire year.
- Correspondence with principles for product/price matters.

Assistant Sales Manager

Mohammed Fakhroo & Bros W.L.L., Kingdom of Bahrain

July'02 to July'10

- Accountable for Sales of Whirlpool Home Appliance products in Bahrain.
- Increasing new customers & existing customer follow ups.
- Arranging sales reports including sales forecast.
- Effectively managed to increase the visibility of our brands thereby increasing the turnover.
- Preparing the yearly budget for sales & marketing activities for key accounts.
- All the promotion plans of the entire year.
- Responsible for generating Incremental Revenue month on month basis.
- Ensure the correct products and services are delivered to customers in a timely manner

PREVIOUS EXPERIENCES

- Assistant Manager at Ali Al Germal Food Stuff Co. Bahrain - Nov'98 to May'02
- Sales Executive at Global Tele Systems Pvt Ltd, Cochin, Kerala, India – Jun'95 to Sep'98

EDUCATION

- Bachelor of Commerce from Calicut University, Calicut, Kerala, India
- Board of Public Exams Kerala from Govt: Model Boys High-School
- Micro Packages from Lakhotia Computer Center Kannur

PERSONAL

- Driving License, No :730532208
- Passport No : V 1868036
- Date of Birth : 20th May 1973
- Nationality : INDIAN.
- Languages Known : English, Hindi Malayalam.