

CURRICULAM VITAE



IRVIN MATHEW

32, BLDG # 492,
Rd # 1118, Alsalmaniya ,
Bahrain.

+973 33 99 3186

Irvinmathew08@gmail.com

ABOUT ME

Motivated sales professional offering 4.6 years of experience. Highly results-oriented and energetic with unsurpassed interpersonal and communication strengths. Productive and known for consistent performance which meets or exceeds target sales goals and customer service expectations.

DOB: 01/05/1992

MARTIAL STATUS: SINGLE

DRIVING LICENCE #:
920540988

LANGUAGES KNOWN:
ENGLISH, HINDI,
MALAYALAM, MARATHI.

EXPERIENCE

DUCTMASTER AIR CHANNEL PLANT SPC (05/2017 - PRESENT)

SALES & MARKETING MANAGER.

Bringing in revenue for the company.

Educate customers on different products and product care.

Liaised with customers and recommend specific products and specials in alignment with individual needs, requirements and specifications.

Identify and address complex problems affecting the organization, contributing positively to business development.

Negotiate acquisitions at quality, cost standards, and payment agreements consistent with company business objectives.

Coordinate with accounting department on suppliers' payment matters.

Setting up and representing the company in different exhibitions.

R2 INTERNATIONAL (BANGALORE, INDIA) (04/2015 – 09/2016)

BUSINESS DEVELOPMENT EXECUTIVE.

Execute cold calling targeting direct business owners prospective accounts in UK and Europe.

Negotiate and close long-term agreements with new clients in assigned territory.

Identify issues and craft unique and immediate solutions to remedy them.

Research and identify opportunities for growth.

Uncover and qualified prospects for sales opportunities in targeted markets using external resources.

Ensure that client inquiries were handled professionally and efficiently.

ACADEMICS

BACHELOR OF COMMERCE (GRADUATE) (CMRIMS – BANGALORE (2013).

HIGHER SECONDARY SCHOOL CERTIFICATE (+2) (MUMBAI - 2010).

SECONDARY SCHOOL CERTIFICATE (MUMBAI – 2008).