

## Jacob Varughese

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Kingdom of Bahrain.

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### OBJECTIVE

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To obtain a suitable position that utilizes my experience and skills to provide best service to the organization.

#### Major Strengths:

- Ability to work productively in a dynamic deadline-driven environment.
- Cooperates and works effectively with others, recognizes, supports and respects others.
- Functional expertise in domains including Retailing, Inventory and Manufacturing, Sales and Marketing and Advertising.
- Functional expertise and technical knowledge in security solutions like CCTV implementation.
- Technical and functional expertise in Software Life cycle, Software Testing and Software implementation.
- Functional knowledge in advertisement and digital Printing
- Honors commitments through timely delivery and high quality results.

### PROFESSIONAL EXPERIENCE

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#### **Sales and Marketing Manager, Super Toor Publicity & Advertising, Bahrain Sept 2018 – Till Date**

An advertising and publicity company which providing advertising and promotional solutions.

- Prospect potential new clients and turn this into increased business
- Build relationships with new clients
- Present new products and services and enhance existing relationships
- Identify opportunities for campaigns, products and distribution channels that will lead to an increase in sales

#### **Marketing Manager, Technosys Computers, Kingdom of Bahrain- Apr 2016 – Aug 2018**

A technology and media company which providing technology, advertising and promotional solutions

#### **Marketing Manager, 1Point Graphics, Kingdom of Bahrain- Dec 2013-Feb 2016**

One of the printing houses in Bahrain which providing digital printing solutions and other advertising and promotional solutions

- Managed full organization for a short period including production apart from the marketing & Sales

#### **Business Development Manager, Guardian Systems WLL, Kingdom of Bahrain- Jan 2010- Nov 2013**

Guardian Systems WLL, one of the leading companies in Bahrain which providing security solutions like CCTV, Burglar alarm systems, Video intercoms etc with a good clientele.

- Prospect potential new clients and turn this into increased business
- Present new products and services and enhance existing relationships
- Serves as a lead facilitator both internally and externally for projects

**Insurance Consultant**, Managing own insurance business, **Nov 08 – Dec 09**

- Sell life insurance policies on behalf of Life Insurance Corporation of India to help individuals in protecting their most important assets- themselves and their family.
- Interview prospective clients to obtain data about their financial resources and needs, the physical condition of the person to be insured, and to discuss any existing coverage.
- Seek out new clients and develop clientele by networking to find new customers and generate lists of prospective clients.

**Software Consultant**, Powernet Technologies, 173 A, SDF VI, Seepz, Mumbai. **Jan 08-Nov 08**

Effission, ERP Solution for Jewellery Industry contains features and tools, enabling enterprise to retain the edge in a highly competitive Jewelry domain.

**Team Leader/ Software Engineer**, Powernet Technologies, Mumbai. **Sept 2000 – Nov 2007.**

Effission and Goldsmith, an end-to-end solution for jewelry manufactures distributors and exporters. Goldsmith enables manufacturers to manage tasks with maximum efficiency and achieve goals with proper planning and control at all stages of the business.

**EDP In charge**, A to Z Group of Companies, Mumbai. **Jan 1998 – Aug 2000.**

GFIMS, a supply chain management solution with integrated Financial Accounts which supports multiple company and location with inter-location data transfer and data merging. Fully integrated from Purchase Order to Balance Sheet.

## **EDUCATION AND PROFESSIONAL CERTIFICATION**

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Master of Management Studies [MMS] (Systems), Pune University, India.

Diploma in Business Management, Pune University, India

Post Graduate Diploma in Computer Applications, Institute of Human Resources Development for Electronics, Established by Govt. of Kerala, India

Bachelor of Science (Physics) from M G University, Kerala, India

## **PERSONAL DETAILS**

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Date of Birth	: 06 May 1972
Nationality	: Indian
Passport Validity	: 25 Jul 2028
Driving Licence	: Will be available in 2 to 3 months
Language Proficiency	: English, Hindi, Malayalam
Marital Status	: Married
Alternative Email	: <a href="mailto:jacobbyblos@gmail.com">jacobbyblos@gmail.com</a>



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