

JITHIN JOY

An adept professional with strong stakeholder management skills and expertise in Sales, Operations, Administration to lead in highly competitive engagements, with the confidence to take ideas forward and deal with complex challenges.



EXPERIENCE

Gulf water (super gulf) Abu Dhabi Sales Executive

Feb 2019-Mar 2021

- Managed and delivered Sales project worth 16M+
- Headed the entire spectrum of Business Operations & Management with transformation, Key Account Management, Distributors Engagement, Channel Management & Client Relationship Management, B2B & B2C Sales & Business Development, Product Life cycle Management.
- Set up new Business and running Business operations with experience in managing cross functional team sales, HR, Administration.
- Ensured close coordination between Sales & Marketing, Plant operations, Finance.
- Maintained Periodic MIS reporting and management.
- Planned, formulated and executed strategies and promotions to increase market penetration, drive revenue and profitability by maximizing sales.
- Achieved top & bottom-line targets.
- Increased productivity at all levels (Turnover, Revenue Vs Cost, Timely collection of payments etc). Continuously analyses productivity and sales pipeline to surpass targets.
- Maintained relationships with clients by providing support, information, and guidance; recommending profit and service improvements
- Assured Quality of execution is about FTR (First time right), less complaint per customer and reduction in escalation from all sources.
- Managed Tie-up with all major Affordability companies, Analysis of affordability business & managing sales attachment ratio.
- Ensured alignment of business plans with marketing and sales strategies by concentrating on business management, planning, and data analysis.
- Maximized business goals and revenue by advancing sales channels, implementing distribution and pricing strategies, effective forecasting tool, identifying key adjacent markets, key institutions.
- Performed with strong organizational, project management, and multi-tasking skills and managed expectations and delivered results with a high level of professionalism, self-motivation and integrity.

V&V finance – Accountant, Kerala

2016-2018

ARC (Luminarc) International, Ras Al Khaimah Quality Control Inspector

2010-2013



CERTIFICATION

- Commodity online Institute of Financial Training 2017



CORE COMPETENCIES

- Sales & Marketing
- Market / Competitor Analysis
- Budgeting / Forecasting
- Cross-function Operations
- Sales Administration
- Order processing
- Revenue & Lead Generation
- Business Operations & Development
- Project & Delivery Management
- Client Relationship Management
- Vendor Management
- Negotiations



EDUCATION

- Master of Business Administration (MBA)specialized in Hr Finance Kerala 2018
- Bachelor of Business Administration (BBA) specialized in Business Administration Kerala 2016



TECHNICAL SKILLS

- MS Office (Word, PowerPoint, Excel)
- Adobe Photoshop
- CIFT
- HRMS
- Internet & E-mail, Fax Scanning



Cherupuzha,Kerala



+917034527213



jithinjoy777@gmail.com [in https://www.linkedin.com/in/jithin-joy-40a2323b/](https://www.linkedin.com/in/jithin-joy-40a2323b/)