



LIJO P JOY

SALES EXECUTIVE



0582252816



Padinjaredathuputhenpurayil (H),
Mammalassery (P.O),
Ramamangalam, Ernakulam, Kerala
686663, India



lijo.thachithalayil@gmail.com

ACADEMIC QUALIFICATIONS

NEBOSH/IOSH

Institution of
Occupational Safety & Health
2012

Bachelor of Tourism and Hospitality Management

DSET College, Karnataka
2011

Higher Secondary

GHSS Mammalassery
2007

SSLC

GHSS Mammalassery
2005

LANGUAGES KNOWN



CAREER OBJECTIVE

To work in the time with the objectives of the organization & utilize my potentials to the maximum for the benefits of the organization and continuously enhancing my capabilities through synergy of learning.

EXECUTIVE SUMMARY

In my career, 8+ years of experience as a Sales Executive. Results-driven achiever and effective team leader with exceptional interpersonal skills. Highly flexible and adaptable performer; adept at multi-tasking and thriving in a fast-paced environment while coordinating numerous time-sensitive projects. Able to work on own initiative and as well as a part of a team. As a true professional, I have an analytical flair for recognizing trends and monitoring activity.

WORK EXPERIENCE

SALES EXECUTIVE

*Winner Auto Mobiles
Ernakulam, Kerala.*

2020 - Present

SALES EXECUTIVE

*Broadway Technical Service
Ajman, UAE*

2018 - 2020

SALES EXECUTIVE

*Winner Auto Mobiles
Ernakulam, Kerala.*

2016 - 2018

SALES EXECUTIVE

*Houston Oilfield Equipment
Trading LLC, Abu Dhabi*

2015 - 2016

SALES EXECUTIVE

*Broadway Marine Engineering
Services LLC, Ajman, UAE*

2013 - 2015

PASSPORT DETAILS

Passport No : V5735712
Date of Expiry : 06/01/2032

UAE DRIVING LICENCE

Licence No : 163702
Date of Expiry : 07/11/2025
Issue Place : Ajman
License Type : Light Vehicle
(Manual)

KEY SKILLS/CAREER HIGHLIGHTS

Marketing



Lead Generation



Critical Thinking



Leadership



Negotiation



COMPUTER SKILLS

MS Excel

MS Office

VISA STATUS

VISATYPE : VISIT VISA

RESPONSIBILITIES

- Assisted mid-level and senior sales representatives in managing client accounts, generating leads, and maintaining customer relationships
- Reviewed sales performance for sales division and generated key reports for weekly, monthly, and quarterly meetings.
- Identifying the main decision makers within targeted lead to begin the sales process with.
- Researching potential customers to shape and build new business with them.
- Making quick and accurate cost calculations to provide customers with competitive quotations.
- Engaging with customers and building a rapport with them.
- Arriving on time at a clients office to do presentations.
- Collecting and then analysing information for data and sales reports.
- Working towards daily call targets and weekly financial targets.
- Keeping all client information safe and secure.
- Delivering an exceptional sales experience to customers

PERSONAL DETAILS

Date of Birth : March 07, 1990
Nationality : Indian
Gender : Male
Marital Status : Married
Father's Name : Joy Kuriakose

DECLARATION

I hereby declare that the above information provided by me is true to the best of my Knowledge.

Date :
Place :

LIJO P JOY