

RESUME

JOSE KURIAKOSE

Contact Number: 0502073486

Email: josevk123@gmail.com

Valid UAE Driving License



CAREER OBJECTIVE

“Sales hunter” with a proven record of exceeding sales targets.

Proactive, energetic sales professional offering hands-on experience in strategy planning and execution along with a profound ability to work towards set sales goals of the company. Known for creating sales techniques to enter into new markets.

CAREER HIGHLIGHTS

- **MBA (Course Completed) from Switzerland in International Sales and marketing**, professional with more than 11 years of experience in various industries. Utilized consultative selling techniques throughout complex and multiple-level sales processes. Consistently exceeded sales quota, developed interactive business relationships with international clients, preparing necessary documentation for overseas trading, created and implemented of sales strategies to meet client requirements with international standards. Persuasive account strategies for a competitive marketplace, and effectively sold customized products and services.

CORE COMPETENCIES

Account management	Needs recognition	Territory management
Client relationships	Prospecting	Cold calling
Researching	Product presentation	Prospect's identification
Events handling	Fast learner	Sales materials development
Report's preparation	Negotiation	Communication

PROFESSIONAL EXPERIENCE

1. **Senior Sales Executive (Key Accounts) at Al Bayader International LLC. From 2018 Nov till continues.**
<https://www.albayader.com/>

Company Profile:

Al Bayader International is corporate and B2B brand designed to meet the needs of the food service industry. Its diverse clientele in global food and beverage industries extends from hotels and casual dining operations to restaurant chains, coffee shops, catering companies, fast-food chains and other operators.

Duties and responsibilities

- Identify opportunities to increase sales and define strategies for outreach.
- Present new and expanded product opportunities to clients.
- Track customer interactions and ensure schedules are met.
- Analyze and present data on sales, trends and customers
- Planning and organizing the day to ensure all opportunities are maximized
- Contacting prospective customers and discussing their requirements.

- Payment activities through cheques and bank transfers.

2. Senior Sales Executive at ENPI Group UAE from Sept 2015 till sept 2018
<http://www.enpigroup.com/>

Company Profile:

ENPI is a Part of Saudi Printing and packaging Co. (a public listed company in Saudi Arabia). SPPC comprises of Packaging, Printing, Publishing and related services. ENPI Group is the leading and technically most advanced manufacturer and supplier of Plastic packaging products in the Middle East, and is of one of the largest manufacturer and distributor in the GCC Specialized in Packaging Solutions. ENPI group is currently fully operational in UAE and KSA and expanding within GCC, MENA, Africa, Europe and other parts of the world.

Duties and Responsibilities:

- Presented company's products to medium/large businesses, closed sales, developed leads and identified sales opportunities to expand customer range.
- Worked closely with the Sales Managers and commercial customers to achieve sales goals and objectives.
- Keeping well customer relation.
- Managing the sales process for new prospects, from initial contact through to closure
- Contacting prospective customers and discussing their requirements.
- Achieving all revenue targets & objectives in line with the Area Business Plan
- Developing & maintaining successful business relationships with all prospects
- Developing a full understanding of the business market-place
- Planning and organizing the day to ensure all opportunities are maximized
- Contacting prospective customers and discussing their requirements.
- Payment activities through cheques and bank transfers.
- Maintaining relationships with existing customers through regular visits.

3. Sales coordinator (Export in-charge) at Al Salem Group of companies in Ajman, UAE.
July 2013 still May 2015
<http://www.alsalemgroup.com/>

Company Profile:

Established in 1988, Al Salem Group of Companies comprises of the following entities:

1. Al Salem Conversion Industries Enterprises LLC: manufacturer/ exporter of hygienic paper products, aluminum foil products, plastic disposable/ rotatable products, plastic clear lids & C-PET containers, non-woven products, hygienic & guest amenities.
2. Al Salem Food Industries LLC: packaging of dry foods into customized sachets, pouches, sticks, condiment packs etc.
3. Al Salem Trading Enterprises LLC: worldwide sales-arm of the group.

Duties and Responsibilities:

- To ensure that the Company's high standards of Customer Service are maintained at all times, as they relate to the International Export area.
- Work as an inter-mediator between international clients and company
- Preparation of quotations to customers.
- Advise customers for documentation for export consignments.
- Advise customers of service and packing methods available and provide back-up to International Sales Team.
- Collating information to ensure that company services provided meet the needs of the customer.
- Ensuring that airline/shipping line and destination agents' services meet the customers' needs.
- Ensure the minimization of costs incurred by the company from outside sources
- Ensure the maximum utilization of container space available through Consolidation.
- Compile reports and statistics where necessary and ensure that deadlines are met.
- Perform tasks as directed by International Manager/Supervisor within time frames specified.
- Attend training courses external/internal, as required.
- Preparing quotations, maintaining database relating to day today activities.
- Liaison with principals with regard to placing orders, order confirmations, payments, etc..

- Coordinating and following-up customs clearance, goods receipts.
- Expediting sales orders and co-coordinating dispatch, deliveries and purchase returns.
- Preparation of Invoices, checking & dispatching to the clients.

4. Sales executive: Wellcare infotech.W.L.L Doha, Qatar; June 2012 to March 2013.
<http://wellcareinfo.com/>

Duties and Responsibilities:

- listening to customer requirements and presenting appropriately to make a sale;
- maintaining and developing relationships with existing customers in person and via telephone calls and emails;
- cold calling to arrange meetings with potential customers to prospect for new business;
- responding to incoming email and phone enquiries;
- acting as a contact between a company and its existing and potential markets;
- negotiating the terms of an agreement and closing sales;
- gathering market and customer information;
- representing their company at trade exhibitions, events and demonstrations;
- negotiating on price, costs, delivery and specifications with buyers and managers;
- challenging any objections with a view to getting the customer to buy;
- advising on forthcoming product developments and discussing special promotions;
- creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer;
- liaising with suppliers to check the progress of existing orders;
- checking the quantities of goods on display and in stock;
- recording sales and order information and sending copies to the sales office, or entering figures into a computer system;
- reviewing own sales performance, aiming to meet or exceed targets;
- gaining a clear understanding of customers' businesses and requirements;
- making accurate, rapid cost calculations and providing customers with quotations;
- feeding future buying trends back to employers;
- Attending team meetings and sharing best practice with colleagues.

5. Terracon Tiles & Saniwares, Karimkunnam Idukki Dist.Kerala,India
<http://www.terracontiles.com/>

- A) Worked as Manager (Sales & Marking) February2011 to December2012.
 B) Worked as Assistant Manager (Sales & Marking) December 2009 to January 2011.
 C) Worked as Production Supervisor; May 2009 to November 2009.

6. Management Trainee: Kurry world Zurich, Switzerland, June 2008 to December 2008.
<http://www.kurryworld.ch/>

QUALIFICATION	NAME OF THE INSTITUTION/UNIVERSITY	YEAR OF PASSING	SUBJECT
B.B.M	M.G. University	2002-2005	Business Management
Higher Secondary School (Plus Two)	M.G. University	2000-2002	Commerce

PERSONAL PROFILE

Gender	Male
Date of Birth	16-02-1983
Martial Status	Married
Visa Status	Employment Visa