

NIRMAL KOSHY

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PROFESSIONAL SUMMERY

- Sales and Marketing professional with over nine years of experience in the manufacturing industry focused on creating new customer relationships and maintaining relation to generate repeat business.
- Analytical thinker with the ability to perform under pressure.
- Goal and team oriented and a commitment to achieving targets and budgets to drive the growth of the company.

AREAS OF EXPERTISE

- Negotiation and influencing skill
- Data Analysis
- Customer Service
- Market and Financial Analysis
- Monitoring Industry Trend
- Business Development
- Cost Reduction & Productivity Improvement
- Written & Oral communications
- Goal & Target Oriented
- Brand Development
- Management Skill
- Accounts Receivable

PROFESSIONAL EXPERIENCE

Sales and Marketing Officer – GGMC Kuwait (From March 2011 to October 2020)

Gulf Glass Manufacturing company (GGMC) was the first and remains the only glass plant in Kuwait and one of the first companies in GCC for producing high quality glass containers for the beverage, food and other consumer sectors Middle East region. GGMC is on the approved suppliers list for several international brands such as Coca-Cola, Pepsi Cola, Fonterra etc.

Responsibilities and achievements included:

- Promoting and selling products for the company including direct mailers, brochures and data sheets.
- Maintained Non-conformance reports involving customer complaints and helped resolve the issues, also ensuring that similar issues do not happen in future by providing lessons learnt to responsible departments.
- Managed Multinational beverage company (Pepsi Baghdad, Coca-Cola Jordan, Fonterra Saudi, RC Cola Kuwait etc.) for their product development, requirement and delivery.
- Compiled list of sales objectives and worked with team to set goal.
- Customer support throughout the sales process on product specifications, availability, prices and credit terms.
- Checked in on clients on a weekly basis to ensure needs are being met and supplies are being filled.
- Provide sales support and assist in answering questions from logistic, inventory specialist.
- Tracked shipping and receiving with the ware house.
- Prepared and submitted sales contracts for order.
- Prepared, monitor monthly sales order and delivering within time frame to the customer.
- Maintain client records and potential leads in a customer relationship.
- Maintain and record transaction of business in Windows Dynamic Axapta.
- Managed with financial department with responsibility for accounts receivable (invoice) and quotation.
- Responsible for timely payments collected from the customer based on their financial invoices.
- Prepared weekly and monthly reports for senior management review.
- Monitored budget by comparing and analyzing actual results with plans and forecast.
- Achieved over 130 million bottled sold in each quarter in year 2019.
- Awarded highest numbers of bottle dispatched over the months in year 2014 (58 million bottles).

Accountant Trainee – Somatheeram Resort Trivandrum (From July 2010 – January 2011)

Somatheeram resort has been awarded ten times as Best Ayurvedic center in Kerala.

Responsibilities and achievements included:

- Experience in accounting functions, such as account payable / Receivable.
- Maintained records of all payments made. Ensured the accuracy of the amounts entered in the system.
- Preparation of salary statement.
- Process guest arrivals and departures, including all necessary payments.
- Answer call from customers regarding their enquiries.
- Awarded for outstanding Advertising and publicity in year 2010.

ACADEMIC QUALIFICATIONS

Master of Business Administration in Marketing and Finance (2008-2010),

CMS institute of Management studies Coimbatore, Bharathiar University

Bachelor of Business Management (2005-2008),

CMS College of Science and Commerce Coimbatore, Bharathiar University

PG Diploma in Entrepreneur Development (2014),

World Class Customer Service

Software like MS Office, Microsoft Dynamic Axapta

PROJECT WORK

Academic Project in the field of Marketing

Topic: “Investment pattern of individual falling under different income group” on Kotak Mahindra Bank at Bangalore

PERSONAL

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