

KOSHY THOMAS AVIOT

Sharjah, United Arab Emirates

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**About & Career Objective:**

Experienced Sales Manager and Strong Sales Professional with more than 7 years of experience with a demonstrated history. Skilled in Negotiation, Strategic Planning, Sales, Business Development, Sales Operations and Sales Management to increase the volume and profitability of the firm. I would welcome any opportunity which enables me to grow as a professional. I would like a role which enables me to make a difference. I pay close attention to detail, and I am very organized while confident in assuming responsibility for independent work. My attention to detail and ability to spot and solve problems helps to ensure that every project I work on is done accurately and to the highest possible standard.

Skills and Strength:

- Key Account Management, Sales Management, Business Development, Business Strategy, Negotiation, Team Management.
- Organization, Communication, Customer Service, Responsibility & Time Management.
- Meticulously detailed individual with excellent organizational skills.
- Team player with a high level of initiative, strong budgeting, and customer service skills.
- Excellent written and verbal communication skills including formal presentation skills.
- Ability to cope with dynamic market conditions and develop Marketing strategy accordingly.
- Persuasiveness, Adaptability & Innovation.
- Judgment and Decision-making.

Summary of Professional Work Experience:

Company Name : Resource FZC, Sharjah-United Arab Emirates
Designation : Sales Manager
Duration : Sept 2018 – Present

**About the Company:**

Resource FZC is a leading Oil & Gas Project supply company which is engaged in the most competitive fields of Oil & Lubricants, Pipe & Fittings, Hose & Fittings, Lifting, Welding, PPE Safety and all other products that cater the industries around the globe.

Responsibilities:

- Managing daily sales and business development processes and performed a significant role in planning that resulted in increased corporate revenue for a multi-state territory. Responsibilities included market research, initiating and developing sales strategies.
- Generating the sales from the appointed market territories and closing the sales targets.
- Developing and implementing a new territory coverage strategy which led to an increase in new sales revenue.
- Successfully administered an interchange income model which established credibility, removed ambiguity, and increased sales productivity.
- Consistently developed a prospect pipeline by executing innovative lead generation techniques.
- Owned sales process from prospecting through negotiation, including performing demonstrations at work site.
- Maintained active relationship with current customer base and successfully grew existing accounts through up-sell opportunities.
- Conducted product demonstrations at industry trade shows and exhibitions.
- Worked closely with product development team identify and prioritize feature requests and enhancements.
- Significantly enhanced annual revenue by establishing and growing various new client relationships.

- Generating the new prospect customers by understanding their requirements on the complete range of products and thus pushing the sales.
- Providing sales support to our sales team by following up their sales orders and thereby selling our products.
- To manage the customer orders to guarantee a high order rotation.
- To increase the Turnover of the company.
- To provide appropriate solution to the customer by quoting the right product.
- Manage the customers and prospects queries.
- Regular follow up of customer's quoted tenders and price offers.
- Get detailed information on prospects and discuss with the Sales Head.
- Increasing the sales by applying specific offers such as promotions or sell out.
- Maintain reports in CRM tool on the customer visits and meetings.
- Coordinating with warehouse and logistics team on the receipt of purchase orders in order to make necessary steps on preparation of orders and whereby shipping the materials.
- Reduce the overdue percentage of the Turnover.

Company Name : Middle East Fuji LLC, Dubai- United Arab Emirates
Designation : Sales Executive
Duration : July 2017 – August 2018



About the Company:

Middle East Fuji (MEF) L.L.C. is a company with a large portfolio that covers equipment & machinery spares, consumables and services and all industrial items and brands such as Nitto Kohki Japan, 3M Abrasives, Delta Plus, Vizaar Germany, Bates Cargo Pak, Knipex Tools/ WERA / Rennsteig, Graco USA, Orbitalum Tools GmbH, Orbimatic GmbH, Jackle Welding, 3M Safety, Metabo, All Safe.

Responsibilities:

- Generating the sales from the appointed market territories and closing the sales targets.
- Owned sales process from prospecting through negotiation, including performing demonstrations at work site.
- Maintained active relationship with current customer base and successfully grew existing accounts through up-sell opportunities.
- Significantly enhanced annual revenue by establishing and growing various new client relationships.
- Generating the new prospect customers by understanding their requirements on the complete range of products and thus pushing the sales.
- To provide appropriate solution to the customer by quoting the right product.
- Manage the customers and prospects queries.
- Providing proforma invoices, quotations, price proposals, stock information, product information, claims to the distributor by understanding the RFQ and depending upon their requirement.
- Regular follow up of customer's quoted tenders and price offers.
- Analyze and keyboard the customer orders.
- Discuss and exchange the information about the incoming orders & requests.
- Maintain reports in CRM tool on the customer visits and meetings.
- Coordinate with warehouse and logistics team on the receipt of purchase orders in order to make necessary steps on preparation of orders and whereby shipping the materials.

Company Name : DeltaPlus Middle East FZE, Sharjah- United Arab Emirates
Designation : Sales Assistant
Duration : May 2015 – June 2017



About the Company:

DELTAPLUS MIDDLE EAST FZE is a French PPE (Personal Protective Equipments) manufacturer, based in UAE with a large warehousing facility to cater to the GCC markets with DELTAPLUS GROUP as its headquarters in France. For more than 35 years, Delta Plus has developed, standardized, manufactured, had manufactured a total range of PPE, offering solutions for everyone. Its full PPE range protects workers from head to toe. In the Middle East DeltaPlus is represented by

DeltaPlus Middle East, Allsafe and DeltaPlus GAFTA Manufacturing LLC. Its global offer protects workers from head to toe, with the brand DeltaPlus® that combine quality, comfort, technology, ergonomics and design.

Responsibilities:

- *Assisting the sales for the appointed market territories like Qatar, Kuwait, Oman & India.*
- *Generating the new prospect customers by understanding their requirements on the complete PPE range and thus pushing the sales.*
- *Providing sales support to our distributors in the assigned GCC territories by following up their sales orders and thereby selling our products.*
- *To manage the customer orders to guarantee a high order rotation.*
- *To increase the Turnover of the company.*
- *To provide appropriate solution to the customer by quoting the right product.*
- *Manage the customers and prospects queries.*
- *Providing proforma invoices, quotations, price proposals, stock information, product information, claims to the distributor by understanding the RFQ and depending upon their requirement.*
- *Regular follow up of customer's quoted tenders and price offers.*
- *Get detailed information on prospects and discuss with the concerned Area Sales Manager.*
- *Analyze and keyboard the customer orders.*
- *Increasing the sales by applying specific offers such as promotions or sell out.*
- *Discuss and exchange the information about the incoming orders & requests.*
- *Maintain reports in CRM tool on the customer visits and meetings.*
- *Coordinate with warehouse and logistics team on the receipt of purchase orders in order to make necessary steps on preparation of orders and whereby shipping the materials.*
- *Preparation of bank documents, Letter of Credit and other legal documents related to the work.*
- *Preparations of shipping documents and coordinate customs clearance service according to the delivery terms in accordance with the Government policies of the various countries of the assigned markets.*
- *Reduce the overdue percentage of the Turnover.*

Company Name : **RAKBANK, Abu Dhabi- United Arab Emirates**

Designation : **Relationship Officer**

Duration : **November 2014 – May 2015**



About the Company:

RAKBANK, also known as the National Bank of Ras Al-Khaimah, is a leading retail and small to medium business bank in the UAE. RAKBANK offers a wide range of personal and business banking services, as well as Islamic Banking solutions via RAKBANK AMAL, throughout its 33 branches. The Bank is a leading provider of credit cards and a prominent player in mortgage lending and small to medium enterprise finance. RAKBANK is a public joint stock company, headquartered in the emirate of Ras Al-Khaimah, in the UAE.

Responsibilities:

- *Achieving assigned sales targets in order to contribute to the sales revenues and developing new markets and customers within the assigned territory to enhance sales revenues.*
- *Scheduling appointments and meeting clients on a daily basis and converting them to RAK bank customers.*
- *Increasing RAK bank customer portfolio by Listing of new companies and networking with existing customers.*
- *Provide professional and expert advice on products & services to customers and business leads to ensure RAK products are utilized.*
- *Proactively contacting existing customers in order to capture higher share of wallet by cross selling products and marketing new products and services.*
- *Regularly monitoring client satisfaction and service quality levels by ensuring that client expectations are met.*
- *Sales coordination and networking with other departments.*
- *Resolving problems and complaints if any through proper internal channels in a professional manner.*
- *Training new recruits on bank policies, educating them with product knowledge and bringing them up to the learning curve.*

Company Name : Dileep & Co. Chartered Accountants, Trivandrum- India

Designation : Accounts & Audit Executive

Duration : May- June (2011-2012)

About the firm:

Dileep & Co, Chartered Accountants, Trivandrum is a firm having a lineage of above 15 years of experience in the fields of Audits and Tax Consultancy (Direct as well as Indirect taxes), Bank Audits and Management Audits etc.

Responsibilities:

During the course of my employment, I got to work with various types of Accounting and Auditing works related to firms, societies, companies and other entities. I was also engaged in various statutory compliance assignments under Service Tax, Income Tax and Company Law matters.

Scholastic Record:

1. MASTER OF BUSINESS ADMINISTRATION (MBA) SPECIALIZED IN **MARKETING AND FINANCE** from SATHYABAMA UNIVERSITY, Chennai, (2012-2014).
2. UNDER GRADUATION IN **COMMERCE (B.COM)** from KERALA UNIVERSITY, TRIVANDRUM.(2008-2011)
3. ADVANCED DIPLOMA IN **COMPUTERISED FINANCIAL ACCOUNTING** (2010) from ACCOUNTANTS SERVICE SOCIETY, KERALA STATE.
4. HIGHER SECONDARY SCHOOL CERTIFICATE (10+2) from CENTRAL BOARD OF SECONDARY EDUCATION, NEWDELHI. (2008).
5. SECONDARY SCHOOL EXAMINATION from CENTRAL BOARD OF SECONDARY EDUCATION, NEWDELHI. (2006).

Computer Technical Skills:

- Microsoft Office Suite
- Tally (Certification from ACCOUNTANTS SERVICE SOCIETY-INDIA)
- Peach Tree (Certification from ACCOUNTANTS SERVICE SOCIETY-INDIA)
- Excellence in PC operations.

References:

1. Mr. Eapen Ge-Vargis
GENERAL MANAGER & SALES HEAD
RESOURCE FZC
HAMRIYA FZC SHARJAH
PH: +971 50 794 1368

2. Mr. Bobby John
CUSTOMER SERVICE MANAGER
RAKBANK
TOURIST CLUB AREA, ABU DHABI
PH: +971 50 491 8691

Personal Details:

Date of birth : December 1989
Nationality : Indian
Availability : Immediate
Marital Status : Single
Language Known : English, Hindi, Tamil, Malayalam, Arabic
Driving License : Valid UAE driving License

Declaration:

I hereby declare that the above furnished details are true and correct to the best of my Knowledge and belief.

Koshy Thomas Aviot