

RESUME



**DENNIS P JOSEPH
KOTTURETHU PUTHEN VEEDU
OMALLOOR P.O,
PATHANAMTHITTA,
KERALA**

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CAREER OBJECTIVE

Looking for an opportunity explore my talents and skills to the best of my effort to become a part of organizational success. A creative and skilled manager seeking a full-time job position for a leading employer in the any industry which nurtures professional growth, rewards innovation and values integrity.

WORK PROFILE

Feb 2020 - Present

Royal Enfield (Yamuna Agencies), Adoor, Pathanamthitta District, Kerala

Royal Enfield, an Indian motorcycle manufacturing brand with the tag of "the oldest global motorcycle brand in continuous production", manufactured in factories in Chennai in India. Licensed from Royal Enfield by the indigenous Indian Madras Motors, now a subsidiary of Eicher Motors Limited, an Indian automaker. The company makes the Royal Enfield Bullet, and other single-cylinder and twin-cylinder motorcycles. First produced in 1901, Royal Enfield is the oldest motorcycle brand in the world still in production, with the Bullet model enjoying the longest motorcycle production run of all time.

Working as Sales Manager

Major Responsibilities:

- Ensure the sale of number of vehicles based on the goals and objectives as defined.
- Responsible for the consistent sale.
- Plan and achieve the organizational goals as set in the annual plan-in terms of volumes, market share, profitability and overall growth of the organization.
- Handling of dealerships in the specified region and review the sales process at dealerships.
- Ensuring that dealers achieve the annual business plan as set up.
- To offer dealership sales manpower training as required.
- Issuing all demonstration vehicles and ensuring that appropriate dealership records are maintained.
- Ensure that dealership infrastructure is as per latest corporate identity process norms and are compliant to all re norms / policies.
- Attending to customer complaints, ensuring that a high level of customer satisfaction is obtained.
- Ensure appropriate misreporting.
- Rides & customer meets to be organized as per target.
- Responsible for launch of various customer schemes as and when required based on the annual budgeted cost for the region.
- Plan and implement sales promotional activities capturing optimum market shares.
- Showcase consistent customer satisfaction index & sales satisfaction index.
- Maintaining relationship with business partners – dealers (dealer profit enhancement), banks & financial institutions.
- Coordinating the appropriate supply of new vehicles and ordering/acquiring vehicle inventory accordingly.

Aug 2019 – Dec 2019

Axis Bank, Kundara Branch, Kollam District, Kerala

One of the first new generation Private sector banks in India offering excellent financial services to customer segments covering large & mid-corporates, MSME, Agriculture & Retail Businesses.

Worked as Assistant Manager

Major Responsibilities:

Dealing with the banking operations & sales.

- Clearing cheque.
- Account maintenance.
- Managing cash levels.
- Communicating with the clients & customers about their experiences with a product or service.
- Providing advice on purchasing products or services.
- Listening to customer or client complaints or concerns & working to resolve their issues.
- Reviewing own sales performance & aiming to meet or exceed sales target at time.
- Work to gain & retain customers by maintaining high standards of customer service.

Nov 2017 – Jan 2019

EVM Volkswagen (I) Pvt Ltd, Kerala

EVM Volkswagen (I) Pvt Ltd is the top ranking Volkswagen Dealer in India.

Worked as Sales Executive.

Major Responsibilities:

- Maintaining and developing relationships with existing customers via meeting, telephone & emails.
- Visiting potential customers to prospect for new business. Negotiating terms of an agreement and closing sales.

- Gathering market and customer information.
- Representing the organization at exhibitions, events and demonstration.
- Negotiating variations in price, delivery and specification with managers.
- Contributing on forthcoming products developments and discussing special promotions.
- Reviewing own sales performance, aiming to meet or exceed sales target.
- Gaining a clear understanding of customer's business and requirement.
- Making accurate, rapid cost calculation, and proving customers with quotation.
- Keeping regular follow up until the project awarded to us officially.

EDUCATIONAL QUALIFICATIONS

COURSE	COLLEGE/SCHOOL	UNIVERSITY/ BOARD	YEAR	PERCENTAGE/ GRADE
MBA (HR & Marketing)	SAMBHRAM INSTITUTE OF TECHNOLOGY, Bangalore	VTU	2015-2017	70%
BBA	V N S COLLEGE OF ARTS AND SCIENCE, Kumbazha	M G University	2012-2015	65%
PLUS TWO	M T H S School Pathanamthitta	KERALA	2012	75%
S S L C	M T H S School Pathanamthitta	KERALA	2010	74%

MAIN PROJECT

1) “EFFECTIVENESS OF JOB SATISFACTION”

UNDER THE GUIDENCE OF **Ms. ANGEL RAJAN**, Assistant Professor in Department of BUSINESS ADMINISTRATION

2) “A STUDY ON QUALITY OF WORK LIFE IMPROVES ORGANIZATION COMMITMENT TOWARDS AN ORGANIZATION”

UNDER THE GUIDENCE OF **Ms. ASHA K C**, Assistant Professor in Department of MASTER OF BUSINESS ADMINISTRATION

PROFESSIONAL SKILLS

- ❖ **Operating System:** Windows XP, Windows 7 and Windows 8
- ❖ **Tools and Environments:** MS Office 2010/2013
- ❖ **Skills:** Typography

ACHEIVEMENTS AND PARTICIPATION

- ❖ Worked as NSS volunteer for three years
- ❖ Was in Scout and Guides at School
- ❖ Second and Third Positions in State level Singing competition
- ❖ Participated in management fest

CONFERENCES / SESSIONS

- ❖ Attended NSS National Seminars
- ❖ Attended NSS Camps
- ❖ Attended CSO - Swagat Induction Training Program conducted by Axis Bank.

EXTRA CURRICULAR ACTIVITIES

- ❖ Singing in school level and college level programs
- ❖ District level Cricket Player in college
- ❖ Working voluntarily and taking active part in social welfare
- ❖ Sports – Badminton, cricket

PERSONAL DETAILS

Name	: DENNIS P JOSEPH
Date of Birth	: 01/06/1994
Sex	: Male
Marital Status	: Single
Nationality	: Indian
Languages Known	: English, Tamil & Malayalam.
Passport No	: P 0620678
Date of Issue	: 29/08/2016
Date of Expiry	: 28/08/2026

SKILLS & ABILITY

Good Communication Skill

Anxious and Enthusiastic about new things

DECLARATION

I hereby declare that the above mentioned statements are true and correct to the best of my knowledge and belief.

Place: Kerala

DENNIS P JOSEPH