

# ELDO VARGHESE PAUL

Anita Villa, Near Railway Station

R.S.P.O Thiruvalla

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## CAREER OBJECTIVE

Looking forward to an opportunity in the field of sales & marketing to utilize my personal and professional qualities in a multi-national organization which gives me opportunities to demonstrate my competency and allow me a steadily paced rate of professional growth and development. Innovative Sales Executive with extensive knowledge of product sales and best-in-class services. Expert negotiator with proven success increasing profits and optimizing revenue streams.

## WORK HISTORY

### ➤ NIPPON MOTOR CORPORATION PVT LTD

SALES EXECUTIVE

OCTOBER 2017 – MAY 2019

#### Key Responsibilities:

1. Sales of premium Toyota vehicles including: Innova Crysta, Fortuner, Corolla Altis, Camry, Land Cruiser Prado and Land Cruiser 200.
2. Lead generation
3. Market Evaluation
4. Mall and Corporate displays.
5. Researching of sales opportunities and possible leads to exceed sales goals and also to increase profit.

## ➤ **KOTTARAM TRADING COMPANY**

**SALES EXECUTIVE**

**APRIL 2017 – OCTOBER 2017**

### **Key Responsibilities:**

- 1. Sales of premium branded kitchenwares and crockeries under the brand name NOLTA Cookwares.**
- 2. Monitoring customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.**
- 3. Targeting new markets and increase sales through different techniques.**
- 4. Maintaining of detailed records of sales progress, inventories and marketing success to better align goals with company priorities.**
- 5. Execution of brand awareness programmes across the location.**

<b>EDUCATIONAL QUALIFICATIONS</b>
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- ❖ **Master Of Business Administration**  
**Mar Athanasios College For Advanced Studies Thiruvalla**  
**2015 -2017 (Standing Backlogs)**
- ❖ **Bachelor Of Commerce**  
**Parumala Mar Gregorios College, Valanjavattom, Thiruvalla**  
**2012 – 2015**
- ❖ **Class of XII**  
**Nampoothiry's College Thiruvalla**  
**2012**
- ❖ **Class of X**  
**Syrian Jacobite Public School**  
**2010**

## **LEADERSHIP EXPERIENCES**

- ❖ **Co-ordinator for the event YES CAN 2k15 Business Meet at KGA Crowne Plaza, Cochin.**
- ❖ **Hospitality manager for the event TANTRA 2k15 held at Mar Athanasios College For Advanced Studies Tiruvalla.**
- ❖ **Vice-Chairman for the event TANTRA 2k16 held at Mar Athanasios College For Advanced Studies Tiruvalla.**

## **WORKSHOPS ATTENDED**

- ❖ **Co-ordinator for the college “NAAC” accreditation process.**
- ❖ **Participated for a three day “Outbound Experiential Learning” (OEL) programme by LEAP Learning academy, Coimbatore.**
- ❖ **Life skill training programme “ Youth Empowerment Skills Plus”(YES+) by the Art of Living Foundation, Bangalore.**

## **PROJECTS COMPLETED**

- ❖ **Attended a one week programme “MACFAST Industry Interface” (MII) in Cochin.**
- ❖ **A study on satisfaction among employees of TRAVANCORE CEMENTS LTD, Kottayam.**
- ❖ **A study on the Brand Awareness among customers towards NOLTA products with special reference to Pathanamthitta district.**
- ❖ **Organization study at OIL PALM INDIA PVT LTD, Kottayam.**

## **REFERENCE**

**Mr. Ajith Bhaskar**

**Group Head Marketing**

**Nippon Motor Corporation Pvt Ltd**

**Kalamassery Cochin Mob: 91 9847086008**

<b>DECLARATION</b>
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**I do hereby declare that the information furnished above is true to the best of my knowledge and belief. I hold myself responsible for the correctness of the content mentioned hereby.**

**Place: Thiruvalla**

**Date:**

**ELDO VARGHESE PAUL**