

Jacob Philip

Kottayam, Kerala - Email me on Indeed: [indeed.com/r/Jacob-Philip/db00d831146c9228](https://www.indeed.com/r/Jacob-Philip/db00d831146c9228)

StrategicSales,  
experienceinSales,  
skills.Currently,  
success.

#### WORK EXPERIENCE

Sales and marketing specialist

ASSISTANTBUSINESSDEVELOPMENTMANAGER - Dubai, AE -

February 2017 to October 2017

UAE

- -Builtstrong clientrelationshipsandprovidedhighvalue-addingervices, resultingina15% company marketshareincrease
- Developstools, practicesacrosstheorganization
- Negotiatingcontractsandpackages, Negotiatingthetermsofanagreementwithaviewto closingsale
- , expense, andnew businessdata
- WorkedcloselywithPartners, throughconductingqualityassurancetests.Actasthepointofcontactandcommunicate projectstatustoallparticipantsinourteam

ORDINATOR

MARKETINGCO -

January 2015 to June 2016

BhimaJewelers

Kerala, India

- , and systemreportforms
- Plannedandexecutedeventsandmarketingprograms, producingfivetimestargetnumberof qualifiedleads
- Implements marketing and advertising campaigns by assembling and analyzing sales forecastsandincreasedperformanceby52percent
- Preparesmarketingreportsbycollecting, analyzing, andsummarizingsalesdata
- Assignedtaskstoassociates, staffedprojects, trackedprogressandupdatedmanagers, and clients

Atlas star medical center

CUSTOMERSERVICEEXECUTIVE - Dubai, AE -

<https://www.indeed.com/r/Jacob-Philip/db00d831146c9228?isid=rex-download&ikw=download-top&co=IN>

December 2012 to May 2014

UnitedArabEmirates

- Maintainandorganizeacustomerdatabaseofover10, 000members
- Evaluatedpatientcareneeds, prioritizedtreatment, andmaintainedpatientflow
- Responsibleforprimarycare, casemanagement, andmedicationmanagement
- Dealtwithinsurancecards, cashcollection, billing, ande-claims;inadditiontohandling incomingcallsorenquiriesfrompatients
- , and systemreportforms

Sun infosys

SALESOFFICER -

July 2010 to July 2012

Sun-Infosystems

Kerala, India

increasedcompanyexposure, customertraffic, andsales materialsforsalespresentationsandclientmeetings

- Inadditiontoinventoryrecordingandmaintainstocks, assignedtaskstoassociates, staffed projects, trackedprogressandupdatedmanagers, partnersandclientsasnecessary

EDUCATION

Bachelor's

SKILLS

Excel (Less than 1 year), Word (Less than 1 year)

LINKS

<https://www.linkedin.com/in/jacob-philip-a52744138>

ADDITIONAL INFORMATION

CORECOMPETENCIES:

- Meetdead-lineswitheaseandefficiency
- Pleasantandeffectivecustomerservice&managementskills
- FluentinEnglish, Hindi, Tamil, andMalayalamLanguages
- StrongunderstandingofMicrosoftOffice (Excel, Word, andPowerpoint)

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