

ROSSAN RAY JOSHUA

A versatile and dedicated management professional with acquired skills, experience and training that will be utilized towards continued growth and advancement. Amply equipped to take up challenges and is presently exploring opportunities in Administration and Marketing with an organization of high repute



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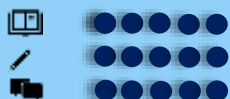
COMMUNICATION ADDRESS

Flat No G1, New Road,
Pathadipalam, Edappally
Kerala, India - 682033

PERSONAL DETAILS

Date of Birth	22 nd Dec, 1977
Marital Status	Married
Nationality	Indian
Languages Known	English, Hindi & Malayalam

ENGLISH PROFICIENCY



ACADEMIC QUALIFICATION

2000	MBA: Marketing – Madurai Kamaraj University
1998	BA: Economics – Kerala University

AREAS OF EXCELLENCE

- ❖ Vendor Management
- ❖ Output Oriented
- ❖ Procurement /
Inventory Management
- ❖ Service Focused
- ❖ Complex Problem
Solver

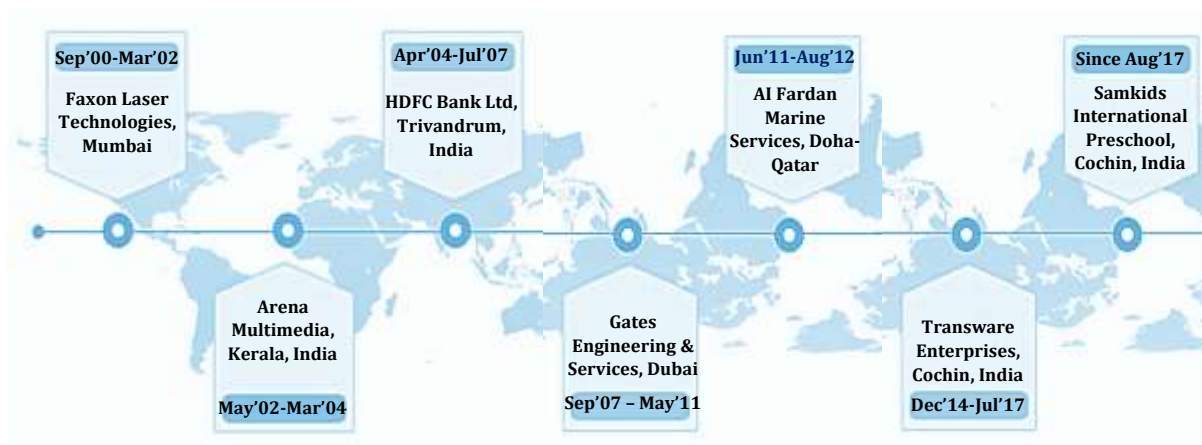
PROFILE SUMMARY

- ❖ **Vision-oriented business leader** having over 21 years of profuse & extensive experience in business administration with key focus on top-line Profitability and Business augmentation.
- ❖ Possessing commercial awareness & aptitude to drive business, manage profit & loss, resulting in aggrandization of the organization
- ❖ Proficient management professional with a potential to lead, motivate and guide cross-functional and multi-cultural teams towards achievement of organizational goals
- ❖ Adroitness in conceptualizing strategic and operational plans for the designated locations; elucidating financial parameters within which branch operations must be executed and harmonizing them with the organization's macro level plans
- ❖ Contributed in escalating business, penetrating new market segments for business excellence, managing territory and product channel sales & promotional plans
- ❖ Profit & Loss Management: Authenticated success in evolving volume led & value led strategies that drove expansion of business to highly competitive markets across geographies
- ❖ Extensive experience with strong negotiation skills to build an inevitable market share for the organisation
- ❖ Supervised diverse operations such as managing all transaction processes and realising Audit & Internal Control requirements
- ❖ Client-focused professional approach and competency in resolving client queries/complaints with strict adherence to quality standards in various operational segments, ensuring a high-quality customer feedback while complying to the TAT & work processes

CORE COMPETENCIES

- | | | |
|---------------------------|--|------------------------|
| ❖ Business Acumen | ❖ Negotiation Skill | ❖ Analytic Skill |
| ❖ Business Administration | ❖ Process Development & Implementation | ❖ Cost Management |
| ❖ Profit Centre Operation | ❖ Team Management | ❖ Strategic Management |

CAREER TIMELINE



ORGANIZATIONAL EXPERIENCE

Operational Head – Samkids International Preschool, Cochin (Since Aug'17)



Key Responsibilities

- ❖ Refined the operational systems, processes and specifically upgraded the policies, information flow, business processes and planning.
- ❖ Assisted the management in accomplishment of short-term and long-term organizational planning and strategies.
- ❖ Served as an intermediary to legal counsel in addressing legal issues concerning copyright, antitrust, governing instruments, partnership and licensing.
- ❖ Safeguarded the interests of the Accounting Department by resolving their requests and communicating them in a timely manner to the internal and external parties.
- ❖ Effectively managed six different operational centers in terms of admissions, profitability (PNL) and man-management.
- ❖ Devised various marketing and advertising strategies by effectively using the allocated budget.
- ❖ Establishing a robust relationship with vendors and leveraging these relations to drive service excellence and smooth coordination between organization and vendors.
- ❖ Analyzed and forecasted the service demand levels and products to meet the operational needs.
- ❖ Evaluated the purchase bids and made recommendations based on the commercial and technical needs.
- ❖ Ensured smooth functioning of the transportation system by giving utmost priority to kids' safety.
- ❖ Assured proper up-keep and adherence of all centres with regard to health and safety policies.
- ❖ Maintained cordial liaison with the Landlords, supervised the setup of new Centre, shifting of premises, and maintenance of existing locations

PREVIOUS EXPERIENCE

Area Sales Manager – Transware Enterprises, Cochin (Dec'14 – Jul'17)



Key Responsibilities

- ❖ Penetrated the market by brand awareness and the motto behind the products value of purchasing from Transware.
- ❖ Expanded the market base outside Cochin by visiting the nearby districts and introducing Transware thereby expanding the existing customer base.
- ❖ Implemented strategies for Cost control, risk mitigation, and execution assessment as part of vendor management
- ❖ In charge of the designated sales team assisting them in maintaining and improving the relations with regular customers along with expansion of the new ones
- ❖ Collaborated with the in-house coordinators to ensure the timely deliverance of the orders
- ❖ Monitored the credit period limit of the customers.
- ❖ Analyzed the sales target achievements and collection of the outstanding payments.

Parts Manager – AI Fardan Marine Services, Doha-Qatar (Jun'11 – Aug'12)

Purchase In Charge – Gates Engineering & Services, JAFZA, Dubai, U.A.E (Sep'07 – May'11)

Sr. Sales Coordinator – HDFC Bank Ltd, Thiruvananthapuram, Kerala, India (Apr'04 – Jul'07)

Sr. Executive: Marketing -Arena Multimedia, Kerala, India (May'02 – Mar'04)

Marketing Executive – Faxon Laser Technologies, Mumbai, India (Sep'00 – Mar'02)