

DAVID V JOY

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Ernakulam 683565

With robust background in customer relationship management and team leadership, I excel in building strong client connections and motivating sales teams. My knack for understanding market trends and identifying growth opportunities drives successful sales strategies. Adept at clear communication and problem-solving, I am committed to achieving targets and delivering results. Sales professional with proven track record in driving regional growth through strategic planning and team leadership. Strong relationship-building skills, adept at identifying market opportunities and developing targeted sales campaigns. Experienced in managing and mentoring sales teams to achieve and exceed targets.

EXPERIENCE

- 07/2024 - Current

Branch Manager (Premium Interior Products), Hyundai Bodaq India Pvt Ltd, South India, India
 - Directed brand launch and market entry
 - Met regularly with architects to enhance secondary sales growth
 - Collaborated with architects, PMCs, and I.Ds to ensure project specifications
 - Visited residential and commercial areas to track and develop product requirements
 - Directed distributor recruitment and development across assigned territory
 - Managed secondary sales across regional territories
 - Directed regional sales operations
 - Located key architects across various districts
 - Maintained high standards of customer service by streamlining coordination processes and addressing service gaps
- 07/2023 - 05/2024

Sales Manager (Hanex And EWC), Merino Industries Pvt Ltd, Kerala , India
 - Built relationships with architects to specify products for ongoing and forthcoming projects
 - Collaborated with architects, PMCs, and I.Ds to ensure project specifications
 - Tracked and developed potential product requirements in residential and commercial areas through visits
 - Partnered with business development team to drive sales growth in additional regions
 - Facilitated seamless execution of project sales orders with internal and external teams
 - Enhanced customer complaint procedures improving accuracy and response times
- 07/2018 - 07/2023

Projects Manager (Specification), Archidply industries Ltd , Kerala , India
 - Built relationships with architects to specify products for ongoing and forthcoming projects
 - Collaborated with architects, PMCs, and I.Ds to ensure project specifications
 - Tracked and developed potential product requirements in residential and commercial areas through visits
 - Partnered with business development team to drive sales growth in additional regions
 - Facilitated seamless execution of project sales orders with internal and external teams

- Streamlined customer complaint processes ensuring accurate and timely feedback

08/2015 - 04/2018

Senior Area Sales Manager, Crown Decor Pvt Ltd, Kerala , India

- Directed brand launch and market entry
- Managed recruitment and development of distributors within assigned area
- Managed primary and secondary sales as Sales and Operations Manager
- Fostered relationships with architects for increased secondary sales
- Identified principal architects within districts
- Delivered excellent customer service through strategic coordination
- Built strong distributor relationships through sales support and problem-solving assistance
- Facilitated weekly sessions with distributors as Area Sales and Operations Manager

06/2012 - 07/2015

Area Manager, Fundermax India (Alfab Marketing pvt Ltd), Kerala , India

- Oversaw secondary sales as Area Manager
- Met regularly with architects to enhance secondary sales growth
- Located key architects across various districts
- Ensured customer service was available at all times through efficient coordination

07/2009 - 05/2012

Team Leader, Godrej and Boyce Manufacturing Co.Ltd, Ernakulam, India

- Meet the sales target of the organization through effective planning and budgeting.
- Meet retailers of Home UPS and Water Purifiers for brand promotion activities and there
- by improve their secondary billing.
- Give service to customers at any time through proper coordination
- Recruiting and developing Sales Executives, Service Executives, Sr. Sales Executives, Society Permission Executives, Team Leaders; for the assigned area.
- Organised placement of promotional canopies and products to maximise brand awareness

SKILLS

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| • Brand-building strategies | • Promotional strategies | • Lead generation techniques |
| • Competitor analysis | • Channel sales strategies | • Product presentations and demonstrations |
| • Revenue growth strategies | • Sales team leadership | |
| • Sales forecasting | • Negotiation tactics | |

EDUCATION

Master of Business Administration
Annamalai University , Annamalai Nagar India