DOB: 28/09/1978

Father’s Name: Paulose Gomez

Mother’s Name: Stella Gallittus

Marital Status: Married

Address: Anugraha

TC 3/1502-1

Manvila

Kulathoor P.O

Trivandrum

Kerala, India

M: +91 8943721988

E: [gomezpraju@gmail.com](mailto:gomezpraju@gmail.com)

Hobbies: Volleyball&Reading

Lanquages Known: English, Malayalam, Hindi and Tamil

Areas of Expertise

Increases Sales & Margins

Identifying Market Trends

Selling to Customers

Staff Management

Meeting sales goals

Creating Brand Awareness

Lead Conversion

Staff Development

Sales Achievements

Allianz Champion Employee award winner for 5 out of 7 quarters.

Under performing districts converted to profit generating ones.

Dr. C.V.Raman University 2007 - 2010

Marketing BBA

Dr. C.V.Raman University Pursuing

Marketing and Finance MBA

Senior Sales Representative ***ACIS – Allianz UK- Insurance Company*** 2012 - Present

In charge of converting customer enquiries into potential sales. Part of a high performing team to achieve targets. Ensure legal compliance in all activities and increase turnover and profitability.

* Ensuring an efficient and qualitative operation through effective planning, leading, controlling and organizing as well as managing the day to day operations of the call center.
* Supervising and coordinating the activities of Team Leaders to ensure prompt, courteous and accurate response to customers.
* Responsibly carrying out Team Leads’ and agents’ monthly and annual appraisal.

CALL CENTER SUPERVISOR ***Business Processing Company*** 2007-2012

Guiding, controlling and leading teams of employees. Supervising Team Leads and appraising their performance. Overall, managing the day to day operations of the call center.

***Duties:***

* Selling insurance policies. Provide quotes for different policies and follow up.
* Treating customers fairly and always keep a warm relationship with them.
* Underwriting policies and authorized to qualify customers for policies.
* Interacting with customers regularly to gain feedback on quality & service effectiveness.
* Identifying and monitoring the performance of competitors in the market place.

***An ambitious Sales Manager who has a long track record of exceeding set targets.***

***Duties:***

EMPLOYMENT HISTORY

An experienced and highly energetic candidate who is able to drive profitability improvement through strategic growth and quality enhancement, a well networked and results focused sales manager who possesses proven marketing and leadership skills. Commercially aware and able to successfully lead and motivate teams to achieve maximum performance and results. Presently looking for a suitable sales managerial position with a reputable and successful company.

**gomez**

**raju**

ACADEMIC QUALIFICATIONS

* Responsible for driving profitability, customer service and business generation for a specific region. Also in charge of a portfolio of existing accounts.
* Having full accountability and ownership of sales in the region.
* Recruited, managed and developed the company’s direct sales force.

***Duties:***

MARKETING MANAGER ***Academic* *Distribution Company*** 2002-2007

In charge of a team of around 15 sales reps and responsible for leading the development and implementation of all marketing programs and strategic sales activities. Also in command of ensuring that the company’s and its customer goals are aligned and met.