S

# Sandeep Jayaprakash

## Mullassery 33/3033H, Attaniyedathu Road,

**4TH Bay Lane, Vennala, Cochin-28**

**Kerala, India. sandeepjaiprakash1@gmail.com**

##### **0091-9809205731(Cell)**

## 

Tenacious, result oriented professional with more than 8 years in sales and marketing. Highly successful marketingprofessional with expertise in all aspects of advertising, promotions, sales, and client relations. Team player with track record of boosting revenue, profit and efficiency. Proven abilities in identification, marketing and exploration of profitable business opportunities. Possess strong leadership, decision making, communication and interpersonal skills. Willing to travel.

 Business Development  Campaign Management  Customer Needs Assessment  Direct Mail Marketing  Negotiations  Product Training

 Market Planning Team Building / Leadership

**AREAS OF EXPERTISE**

* Project management
* Marketing/Sales in India & Middle East
* Financial management in connection with sales & Marketing
* Client retention& Customer Care
* Implementing policies & Recruiting Staffs to Qatar
* Cost control

**PROFESSIONAL EXPERIENCE**

**Trine Holdings 19th December – Till Date.**

Head –Sales & Marketing

* Responsible for the marketing & Sales of Apartments, Villas, Plots
* Identifying the client’s right one.
* Finding cost effective method for marketing & Sales Campaigns.
* Responsible of Kottayam & Cochin Office
* Creating Marketing & Sales strategy’s
* Conducting sales & review meetings.
* Creating Leads & follow up on the same
* Brand Building
* Streamlining the sales process and improving the overall sales of my project division
* Strengthened the sales team by increasing their will power and motivating them encouraging them.
* & everything and anything connected with sales & marketing.

**Melonwood Homes Pvt. Ltd 1stApril 2014 - 18th December 2014.**

Head Manager - Marketing& Sales.

* Over roll Office management
* Responsible for the marketing & Sales of Apartments, Villas, Plots
* Creating Marketing strategy’s
* Creating Leads, & follow up on the same
* Brand Building
* Getting Bank approval for projects, collecting the required documents from customers
* Coordinating of Legal Documentation’s of the land, building, &getting approvals etc.
* Customer Care

**Global Heights Properties & Developers Pvt. Ltd. - 20th January 2014 – 31st March 2014**

GM Marketing

* Responsible for the Marketing & Sales of villas
* Finding appropriate marketing strategy & methods
* Managing multi-disciplined teams motivating them, resolving their issues.
* Managing Customer service, preparing agreement.
* Customer care& after sales support
* Having personal discussion with the customers
* Payment Collection from customers according to the work process
* Conducting sales promotion activities.
* Getting Bank approval for projects, collecting the required documents from customers & follow-ups on the same
* Brand promotion

**Flying Trading & Contracting W.L.L- Doha Qatar April 2012- 31st December**

GM Sales& Marketing- Indian Operations& Personal Manager to the Managing Director.

* Responsible for the Marketing & Sales of Commercial Spaces and its After Rent/Sales Services.
* Managing MD’s Personal Assets and his Personal Finance Management
* Identifying, developing and directing the implementation of business strategy.
* Identifying Implementation of Sales & Marketing Strategy.
* Involved in planning &organizing the organization’s activities to achieve targets.
* Improving margins and maintaining a high quality service to clients.
* Keeping control of business expenditure, ensuring it's within agreed budgets.
* Exploration of profitable business opportunities.
* Managing multi-disciplined teams and resolving any conflicting priorities.

**TRINE HOLDINGS Dec 2009 - March 2012**

Manager Sales/Marketing–Kerala& Middle East.

* Responsible for the marketing of Apartments, Villas, Plots and Commercial.
* Conducting sales promotion activities in Kerala and Middle East.
* Having personal discussion with the customers
* Payment Collection from customers according to the work process.
* Managing Customer service by preparing agreement.

**CORAL GROUP (CORAL SHELTERS & BUILDERS PVT. LTD )**

**Senior Marketing Executive – Kerala May 2007 – Aug 2009**

Coral Group is a rapidly growing Construction Company, Experience and expertise for over 10 years. Coral Group has 3 ongoing projects across Kerala and 6 completed projects located in Bangalore.

* Responsible for the marketing of Apartments.
* Conducting marketing activities to increase walk-ins and sourcing of files.
* Conducting sales promotion activities in Kerala and Middle East.
* Team building and motivation.
* Having personal discussion with the customers..
* Managing Customer service by preparing agreement.
* Offers support to Project and collections.

**Languages Known**

* English-Read, Write & Speak
* Hindi- Read, Write & Speak
* Malayalam-Read, Write & Speak
* Tamil- Speak

**Why recruit me?**

First of all I am a God fearing & obeying Person. Possess strong leader ship quality skills. Detail-oriented, smart worker, committed to efficient and productive operations, respect and assist colleagues, experience in customer relations, problem solving, recruiting, training and marketing. I have proven analytical, decision making skills. Capable of working in high stress situations, enthusiastic, self-starter. Optimistic, flexible and able to manage numerous responsibilities. Basically a team player. Blends in to a Company and understand the company very much.

**Personal Details:**

|  |  |
| --- | --- |
| Name | **SANDEEP JAYAPRAKASH** |
| Age and D.O.B | 29 Yrs., 19-04-1986 |
| Marital Status | Married |
| Address | Mullassery 33/3033H,  Attaniyedathu Road |
|  | 4TH Bay Lane , House No. 65 |
|  | Vennala P.O |
|  | Cochin-28 |
|  |  |
| Email address | sandeepjaiprakash1@gmail.com |

**ACADEMICS:**

|  |  |  |  |
| --- | --- | --- | --- |
| YEAR | COLLEGE | COURSE | MARKS |
| 2003-2006 | S.H CollegeThevara | B COM | 60% |
| 2003 | BhavensGirinagar | LKG to +2 | 65% |

#### COMPUTER AWARENESS

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| |  |  | | --- | --- | | Packages Known | MS Office | | Operating System Known | Windows | |

Sandeep Jayaprakash