

Jijo John

Business Development Manager

An independent and self-motivated graduate with proven and tested negotiation, sales and marketing skills. More than 08 years of experience in business development with overall 10 years of total experience driving profitability through strategic growth, leading team and quality control.



jijo32john@gmail.com ✉

98248 93919 📞

Ahmedabad, India 📍

linkedin.com/in/jijo-john-93b9a070 in

SKILLS

Corporate Sales

Industrial Sales

Institutional Sales

Sales & Marketing

Software Sales

SAAS

Key Account Manager

Revenue Generation

B2C Sales

IT sales

B2B Sales

Business Development Manager

WORK EXPERIENCE

Business Development Manager PERSONIGO INDIA PVT. LTD.

12/2019 - Present

Ahmedabad

Personigo is the complete one stop solution for all corporates delivering best quality branded and unbranded merchandise with variety of customizations, tracked on time delivery, granular invoice, dedicated post sales servicing and account management and that too at an economical investment. They have a pan India presence with the offices in Mumbai, Pune, Delhi, Bangalore, Hyderabad and Chennai catering to vivid clientele across.

Achievements/Tasks

- Working towards new client acquisition and build sales funnel.
- Cold and warm calls and turn into hot client.
- Need Analysis, Preparing presentations and documents as required.
- Update day to day activities, prepare MIS reports monthly and send the sales projection.
- Rapport with the customers to close the deal.
- Revenue generating as par with company goals.

Contact: Vikas Gupta - 75069 21677

Area Sales Executive – Industrial sales CONTROL PRINT LTD.

11/2018 - 12/2019

Vadodara

Control Print is a manufacture of printer machines which is used for coding and marking solutions. Coding and marking refers to printing of variable information on products during the manufacturing process. It has over 28 years of operational experience in the Indian coding and marking industry. Control Print is India's first coding and marking solutions manufacturers with over two decades of industry experience, 360 field staff and three state of the art factories it's the only company with locally manufactured coding equipment.

Achievements/Tasks

- To drive the Sales Business in the territory along with team.
- Operate out of a resident location and take ownership of the resident location in terms of all sales activities.
- Working on competitor's information and converting them to Control Print account.
- Payment Collection as per agreed PO Terms and Timely Collection of C forms.
- Ensure after sales support and help in installation process with Training/Seminars for Customers on the existing as well as new products and any new features.
- Send daily reports and hold regular reviews with BM and RM for review of progress.
- Increased customer base by 40% and consumable business by 60% under 07 district.

Contact: Nevin Kurian - 9898094374

WORK EXPERIENCE

Associate Manager – Corporate Sales CIMPRESS INDIA PVT. LTD. (VISTAPRINT.IN)

02/2016 - 10/2018

Ahmedabad

Cimpress makes customized print, signage, apparel, gifts, identity merchandise, packaging and other products accessible and affordable to everyone. A printing web-portal where a individual can identify the merchandise for his personal/business purpose.

Achievements/Tasks

- New client acquisition (corporates/institution) and developing the offline sale with full revenue responsibility.
- Built and Develop online software(SAAS) to manage a client order for corporate accounts.
- Business modeling for offline sales projects along with financial justification.
- Prototyping of projects, and actively drive it to meet and exceed success parameters.
- Achieving above the target assign on the quarterly basis.

Contact: Manish Singh - 70454 45599

Business Development Executive – Corporate Sales MATRIX CELLULAR (INTERNATIONAL) SERVICES LTD.

10/2014 - 02/2016

Ahmedabad

Matrix Cellular (International) Services Ltd. is the leading provider of complete Telecommunication solutions for Indians traveling abroad. Matrix provides services all around the world and has its offices across India. It provides International SIM cards for business travelers, leisure travelers and students in both post-paid and prepaid model.

Achievements/Tasks

- Achieve maximum sales, profitability, growth and account penetration within an assigned territory or market segment by effectively selling the company's products and related services.
- Makes telephone calls, personal visits and presentations to existing and prospective customers.
- Plan and organize a personal sales strategy by maximizing the return on time investment for the territory/segment.
- Researches sources for developing prospective customers and collects information to determine their potential.
- Almost achieve 100% every month under the primary product segment and 75% with secondary.

Contact: Shobit Sharma - 8980222299

Analyst – Content Automation department SNL FINANCIAL INDIA PVT. LTD.

03/2013 - 09/2014

Ahmedabad

SNL Financial which is now S&P Global Market Intelligence collects, standardizes and disseminates all relevant corporate, financial, market and M&A data — plus news and analysis — for the industries we cover: banking, financial services, insurance, real estate, energy media/communications and metals & mining. SNL Financial is the premier provider of breaking news, financial data and expert analysis on Business sectors critical to the global economy: Banking, Insurance, Financial Services, Real Estate, Energy, Media & Communications and Metals & Mining.

Achievements/Tasks

- Work as a support team for the entire department of the Company.
- Tracking on the website is the primary duty of our department.
- Extensive use of MS Office and internal application like WEST, WEST X, WEB WATCHER & MOZENDA for tracking purpose.
- Integrating with the product teams for the timely manner of alert
- Maintain the database archives by acquiring and installing data sets and documentation.
- Assist in data transfers or sharing of files.
- Develop policies and procedures to access or interact with remote resources.
- Conduct files maintenance and maintain the data dictionary.

Contact: Jimi Doshi - 9428612381

BDE and SEO Executive APPROACH MEDIA PVT. LTD

08/2011 - 03/2013

Ahmedabad

Approach Media is a one stop branding Solution Company helps the people from branding their products and services in the core competitive market.

Achievements/Tasks

- On Page Optimization,Website Structure Analysis,Keyword Analysis & Research,Alt-Tag Optimization,Link broken checking,Validation of the page.
- Attending to the Inquires.
- Making up for positive impact of their requirement
- To get their vision into my mission and making the project completed into prompt responses.
- Participates in trade shows and conventions.

Contact: Gunjan Jani - 9537733997