

ISAAC JOSEPH STANLEY

GOLKONDA



Contact

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Personal Details

Date of Birth : 02 July

Marital Status : Married

Nationality : Indian

Gender : Male

Driving Licence : Yes

Place : Guntur

Skills

Sales Planning Operation Team handling Recruiting Sales forecasting Time Management Customer Relationship management Decision Making Problem Solving Interpersonal Communication Expert Negotiation

OBJECTIVE

I am looking for a challenging job with a rapidly growing organization that can provide me with a range of goals and job objectives within a contemporary and economical business setting.

EXPERIENCE

RM

2015 -

Innov source

2018

Managing operations: Overseeing operations in a specific region or area

Managing staff: Recruiting, hiring, and training staff

Ensuring customer satisfaction: Maintaining relationships with clients and ensuring customer satisfaction

Formulating strategies: Developing strategies to improve performance and meet sales targets

Promoting the company brand: Promoting the company brand in the region

Planning, budgeting, and forecasting: Planning, budgeting, and forecasting for the region

Prioritizing and scheduling: Prioritizing and scheduling daily and weekly tasks

ASM

Action supply chain

Sales planning: Setting sales targets for the team and individual representatives, and designing the process map

Managing sales teams: Recruiting, training, and allocating areas to sales representatives

Communication: Acting as a bridge between sales and marketing to ensure leads are followed up

Customer relationship management: Recognizing customer needs and providing insights for improving the product portfolio

Developing sales strategies: Overseeing and conducting market research to develop and implement sales initiatives

Analyzing sales data: Examining sales numbers to see if they're rising or falling compared to past years

B -ABLE

State Head

Overseeing the operations, sales, and performance of the organization's business activities within a specific state or region, Developing and implementing state-level strategies and action plans to achieve the organization's goals, Analyzing market trends, regulatory

Classplus

ASM

Worked in Edu tech company as ASM and handling 3 managers

2018 -

2020

2020 -

2022

2022-

may -

2023 -

Feb

Extramarks

Sr. ASM

2023-

Feb - Till

now

Leading the sales team: Setting targets, developing strategies, and managing a team of sales representatives

Collaborating with other departments: Analyzing market trends and working with other departments

Training and mentoring: Providing ongoing training and development for the sales team

Negotiating with clients: Participating in key client negotiations

Monitoring performance: Monitoring team performance and establishing key performance indicators (KPIs)

Developing sales policies: Contributing to the development of sales policies

Communicating effectively: Fostering team understanding and motivation through effective communication

Coaching and motivating: Helping the team overcome obstacles and improve performance

EDUCATION**SSC**

2013

Sri Vijaya High school

8.8

Sun flower college

2015

Intermediate

72

JIMST

2019

B tech

70