

**Bibu.N.P**

27 years, 30 Oct ‘86

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**Objective**

To be instrumental in achieving success for my company through meticulous hard work, self-motivation and enthusiasm, planning and organizing for greater achievements. Doing so with a positive attitude in a role where my skills in marketing, administration and sales can be used to increase profitability and promote the firm’s growth.

**WORK EXPERINCE**

Currently working: (April 2014 onwards)

**Territory sales in charge (Area: Cochin and Alleppey ) – Appliance products , Bajaj Appliances.**

**Job description:** managing sales through different channels like distributors, direct dealers.

***Roles &Responsibilities***

* Achieve sales targets. Manage credit in market.
* Distributor promotion. Manage Distributor infrastructure (Coverage, Delivery Units, Godown Management, and Credit in Mkt etc).
* Managing sales staffs.( Giving sales targets planning incentives)
* Add Promotional techniques to promote Sub dealer sale.
* Maximize dealer width. Ensure adherence to stock policy in trade.
* Analyse how to improve the competitive position in the market through improved customer service.

Apr 12 to April 14 (2 years)

**Territory Sales Officer (Area: Cochin) – Appliance Products, TTK Prestige Ltd**

**Job description:** managing sales through different channels like distributors, direct dealers, prestige smart kitchen etc.

***Roles &Responsibilities***

* Achieve sales targets. Manage credit in market.
* Distributor promotion. Manage Distributor infrastructure (Coverage, Delivery Units, Godown Management, and Credit in Mkt etc).
* Managing sales staffs.( Giving sales targets planning incentives)
* Managing Prestige Smart Kitchen & Authorised Dealer.
* Add Promotional techniques to promote Sub dealer sale.
* Maximize dealer width. Ensure adherence to stock policy in trade.
* Analyse how to improve the competitive position in the market through improved customer service.

May ’07 – Apr ’08 + May ’11 – Apr ’12 (Two Year)

**Asst. Manager – Marketing/Operations, Ergo Consulting (Events Firm)**

***Roles &Responsibilities***

* Developing New Leads in Business, Identify and follow up on new leads/opportunities, and distribute qualified and sales-ready leads to appropriate account executives/owners.
* Managing events successfully, with careful planning, attention to detail and patience.

**Academic Projects**

* Summer internship training in R.F Exports L.T.D for a period of 1 month.
* Final project in METSPICE AGRO EXTRACTIONS PVT LTD., Muvattupuzha for a period of 2 months.

**Educational Qualification**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Degree/Grade** | **Year** | **Institution** | **University/Board** | **Percent%** |
| MBA  (MKTNG,HR) | 2010 | SNGCE  KADAYIRIPPU | M G UNIVERSITY | 64 |
| BSC  Aquaculture. | 2007 | ST.ALBERTS  ERNAKULAM | M G UNIVERSITY | 64 |
| +2 | 2004 | VHSS  THALAYOLAPARAMBU | KERALA V H S BOARD. | 61 |

**Languages**

|  |  |  |  |
| --- | --- | --- | --- |
| **Languages** | **Can Read** | **Can Write** | **Can Speak** |
| English |  |  |  |
| Malayalam |  |  |  |
| Hindi |  |  |  |

**Technical Skills**

* Microsoft Office – Word, PowerPoint, Excel
* Excellent Internet and PC Proficiency

**Achievements**

* Participated in the MARKETING GAME conducted in association with the management meet, Xcelentia ’09, held in BHARTH MATHA COLLEGE
* Best Sales team in 2012 MANORAMA FIESTA Exhibition (Small appliances).
* Coordinated an event for KTDC-GRAND KERALA SHOPPING FESTIVAL in 2007.
* Participated and created impact in a seminar conducted by CNBC-INVESTERS MEET in 2008.

**Strengths**

* + Excellent organization skill developed through seminars and practical application during MBA program.
  + Self-motivated, Organized, Dedicated and Hardworking
  + Good communication and team building skills.
  + Very flexible in terms of work and great Adaptability.

**Reference**

Mr. Rajesh Gopinathan

Managing Director

Ergo Consulting Pvt Ltd.

Kochi 682304.

Mob +91 9847060010

**Declaration**

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

**Date: 24 October ’14, Ernakulum** **Bibu.N.P**