

LEBIN PAULOSE

ZONAL MANAGER

Thonnamattathil Mattakuzhy Varikoly p.o,
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DETAILS

Nationality
Indian

Date / Place of birth
15/06/1982
KOCHI

PROFILE

Experienced and self-motivated Sales Manager with 10 years of industry experience overseeing sales figures and new account developments. Bringing forth a proven track record of working collaboratively with sales teams to achieve goals, increase revenue gains, and advance the sales cycle of the company. A strong leader with the ability to increase sales and develop strategies to retain customers.

EMPLOYMENT HISTORY

ZONAL MANAGER (RETAIL-SALES) , CARS24 SERVICES PVT LTD, KOCHI

SEPTEMBER 2021

- Successfully managed a sales team of several people to meet and achieve sales goals.
- Effectively monitored competition and appropriately adjusted costs based on supply and demand.
- Managed sales employees and counseled employees based on their professional growth and productivity.
- Presented sales, revenue, and expenses reports to management teams.

TEAM LEADER (SALES) , PENINSULAR HONDA , Kochi

JULY 2019 – AUGUST 2021

- Monitored the performance of sales team members and worked to increase team morale and motivation.
- Served as a successful leader, promoting and achieving store success.
- Worked well independently and within a team setting.

TEAM LEADER (SALES) , VOLKSWAGEN COCHIN, Muvattupuzha

JULY 2017 – JULY 2019

- Successfully managed a sales team of several people to meet and achieve sales goals.
- Trained new sales professionals and provided coaching as needed to maintain company sales success.
- Established sales goals by forecasting annual sales quotas and projecting expected sales volume for existing and new products.

SENIOR SALES CONSULTANT , SAI SERVICE MARUTI SUZUKI, Kochi

JUNE 2016 – JUNE 2017

- Identified and maximized sales opportunities, and increased customer retention rates.
- Trained new sales professionals and provided coaching as needed to maintain company sales success.
- Led sales department with highest quarterly sales for two consecutive years.

PROJECT LEAD , ACCENTURE INNOVATIONS , TRIPUNITHURA

MARCH 2014 – MAY 2016

- Worked closely with project managers and engineers to ensure project needs were fulfilled and budgets were honored.
- Worked to ensure successful project execution according to established objectives, timelines, and costs.
- Worked in collaboration with the senior project manager to define project goals and establish a timeline and plan to achieve them.

OPERATIONS ASST/ WAREHOUSE MANAGEMENT , WIPRO INFOTECH , COCHIN

APRIL 2009 – JUNE 2013

- Managed other Warehouse Workers and worked with team leaders to enhance productivity.
- Worked productively with Product Team to understand requirements and business specifications around Portfolio Management, Analytics and Risk.

SYSTEM ADMIN , DIGITAL SOLUTIONS, COCHIN

OCTOBER 2005 – FEBRUARY 2009

- Scheduled new and follow-up appointments, processed payments and new patient paperwork, and documented all data into the company software system.
- Maintained accurate information in the payroll system.
- Supported an efficient production system in a fast paced environment by accurately processing all new orders, and delegating tasks as each order required.

ELECTRICIAN TRAINEE , OEN INDIA LIMITED, COCHIN

MARCH 2000 – JULY 2004

- Installed, managed, and maintained energy management systems such as thermostats and digital cycling units.
- Brought forth a hard-work ethic and self-motivated attitude.

EDUCATION

BA ENGLISH, CMJ University, SIKKIM

JUNE 2010 – MARCH 2013

HARDWARE AND NETWORKING, ACCEL IT, COCHIN

AUGUST 2004 – AUGUST 2005

ITI ELECTRICAL NCVT , ELECTRICIAN, COCHIN

MARCH 1998 – MARCH 2000

RMHSS VADAVUCODE, SSLC, COCHIN

MARCH 1998

SKILLS

Time Management



Fast Learner



Highly organized and efficient



Communication



Dedicated team player



Ability to Work Under Pressure



LANGUAGES

English



Malayalam



HINDI

REFERENCES

References available upon request

COURSES

CCNA

SAP

ADOBE