



JOSEPH K DAVIS

ASSISTANT MANAGER - BUSINESS
DEVELOPMENT

PROFILE

Experienced and effective Business Development Manager bringing forth valuable industry experience and a passion for management. Results oriented with a proven track record of improving the market position of a company and maximizing opportunities for financial growth. Adept in analytical thinking, strategic planning, leadership, and building strong relationships with business partners.

CONTACT

PHONE:

+91 9946 11 91 48

ADDRESS:

KALLOOKARAN HOUSE
ANNANAD P.O, CHALAKUDY
THRISSUR - 680309

WORK EXPERIENCE

EVM NISSAN - SALES CONSULTANT

2014 JUNE – 2015 JUNE
KALAMASSERY, ERNAKULAM

MANIKANDAN SKODA - SENIOR SALES CONSULTANT

2015 JULY – 2017 SEPTEMBER
EDAPALLY, ERNAKULAM

HARMAN MOTORS - AREA SALES MANAGER

2017 SEPTEMBER – 2019 DECEMBER
COMPANYPADY, ALUVA

BYJUS LEARNING - SENIOR BUSINESS DEVELOPMENT ASSOCIATE

2020 JANUARY – 2022 MARCH
TRIVANDRUM

[CANDELA LEARNINGS] [ASSISTANT MANAGER-BUSINESS DEVELOPMENT]

2023 JANUARY – TILL DATE
TRIVANDRUM

EDUCATION

AIRCRAFT MAINTENANCE ENGINEERING (AME) MECHANICAL STREAM

SHA SHIB AEROSPACE ENGINEERING, GUNA, MADHYA PRADESH
2009 - 2012

HSE - GHSS PULIYANAM, CHALAKUDY

2007 - 2009

EMAIL:

kdjoseph111@gmail.com

SSLC – ANITA VIDHYALAYA, KALADY

2007

DUTIES AND RESPONSIBILITIES

- Setting goals and developing plans for business and revenue growth
- Researching, planning, and implementing new target market initiatives
- Researching prospective accounts in target markets
- Pursuing leads and moving them through the sales cycle
- Developing quotes and proposals for prospective clients
- Setting goals for the business development team and developing strategies to meet those goals
- Training business development staff
- Attending conferences and industry events

PROFESSIONAL SKILLS

- **Communication skills:** fluency in English, Hindi and Malayalam
- **Organizational skills:** Proven track record of comfortably juggling numerous clients, on- and off-site meetings, and target deadlines.
- **Technical and computer skills:** Highly skilful with operating systems, excel & word like applications, Also, very good at lead management systems like leadsquared
- **Drive and self-motivation:** Track record of achieved targets and goals with plans and timely execution.