

BIBIN K THOMAS

KEY ACCOUNTS MANAGER

CONTACT

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PROFILE

Experienced Key Accounts Manager with a demonstrated history of working in Architectural/Retail lighting industry, Railway, Construction and e-commerce industries. Having strong decision-making capabilities, Communication, Collaboration and Delegation skills, with proven ability to develop and maintain financial plans. Skilled in motivating and leading people. Also having expertise in Operations and project Management.

SKILLS

- COMMUNICATION
- STRATEGIC PERSPECTIVE
- NEGOTIATION
- RESULT ORIENTED
- PROJECT MANAGEMENT

EXPERIENCE

Key Accounts Manager – Gardler Lighting India Pvt Ltd

2022 Aug- Present

- Maintaining Client relationships for smoother operations and promoting the business. Handling difficult or complex problems & resolving escalated complaints or disputes.
- Overseeing customer account management, including negotiating contracts and agreements to maximize profit. Responsible for maintaining relationships with the department heads at a corporate level.
- Communicating and collaborating with the advertising, design, marketing, merchandising and logistics departments to ensure that clients' needs are met.

EDUCATION

Bachelor of Engineering /EEE

2013-2017

Completed BE/Electrical and Electronics Engineering from Anna University, Chennai with 5.9 CGPA

Higher Secondary/12th

2011-2013

Finished Higher Secondary Education Department of Higher Secondary Education, Kerala with 69%.

Business Development Manager- ABEZ Smart solutions Pvt Ltd

2020 June- 2022 July

- Oversee day-to-day operations, assigning weekly performance goals and assuring their completion, while accomplishing my own goals.
- Review and improve organizational effectiveness by developing processes, overseeing employees, establishing a highly motivated work.
- Seek out opportunities for expansion and growth by developing new business relationships.
- Maintain project timelines to ensure tasks are accomplished on time.

Category Manager -Buildnext Construction solutions Pvt Ltd.

2018 Jan- 2020 May

- Responsible for Profit and Loss of MEP& Finishing products category.
- Making strategy and negotiating with suppliers and vendors in order to acquire the most cost-effective deals and reduce procurement expenses.
- Coordinating the activities of Sales and Operations Staffs.
- Assigning Inventory Partners for the respective categories and regions.
- Vendor Management. Ensuring smooth supply chain part of all products in the category.