

Alan Jose

Biotech Engineer

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DESCRIPTION

A versatile sales professional with a background in Biotech Engineering, offering a unique blend of technical understanding, strategic sales acumen, and a passion for relationship-building. Leveraging a diverse skill set encompassing digital marketing, business development, creative content creation, and customer support, I have consistently exceeded targets throughout my 1+ years of experience. I thrive in collaborative, fast-paced environments, readily adapting to challenges and demonstrating a commitment to continuous learning. This allows me to make impactful contributions across various sales initiatives:

Developing data-driven sales plans that leverage market insights to identify and qualify leads, ensuring I'm targeting the right audience with the most relevant messaging.

Crafting compelling marketing materials that resonate with target audiences by translating complex scientific concepts into clear and concise messaging. This ensures successful product adoption and drives long-term client satisfaction.

Building strong client relationships through open communication, actively listening to client needs, and exceeding expectations by consistently delivering exceptional service.

My ability to translate complex scientific concepts into clear and concise messaging empowers me to effectively engage with both technical and non-technical audiences.

SKILLS

Business Development, Sales and Marketing, Sales Training, Product Specialisation, Presentations, Project Management, Strategic Thinking, Business Writing, Product Management, Brand Management, Public Speaking, Entrepreneurship and Innovation, Industry Knowledge, Revenue Generation, International Sales Customer Relationship Management, Video Editing, Videography, Photography, Teaching, Graphic Designing, Sales Training.

EXPERIENCE

Jude Foods India Pvt. Ltd, Kanyakumari, Tamil Nadu, India

Asst. Sales Manager, Aug 2022 - Sep 2023

Collaborated with senior leadership to develop strategic sales plans, aligning initiatives with overall company goals to drive sustainable revenue growth. Proactively conducted market research and analysed competitor data to inform sales strategies and identify new business opportunities. Oversaw sales performance, utilising metrics like sales volume, revenue, and profitability to track progress, and implement corrective actions to ensure target achievement. Mentored and trained a team of sales representatives, sharing best practices and driving continuous improvement in their performance.

Skills Demonstrated: Strategic Planning, Market Research Analysis, Data-Driven Decision Making, Sales Performance Management, Leadership, Sales Training, Consulting and Mentoring.

Biomed Bro Pvt. Ltd, Bangalore, India

Sales Executive, Aug 2018 - March 2024 (Honorary Volunteer)

Leveraged market research and data analysis to identify high-potential clients in the healthcare and research sectors. Developed targeted sales strategies to effectively reach those clients and promote the company's cutting-edge biomedical equipment and technologies. This resulted in significant sales growth, exceeding targets by 25% within 2 months. Furthermore, I fostered lasting customer relationships through exceptional service and a commitment to understanding their specific needs. This focus on building value and brand loyalty ensures repeat business and positive client referrals.

Skills Demonstrated: Market Research and Analysis, Strategic Planning, Client Acquisition, Sales Growth, Relationship Building: Negotiation, Technical & Communication Skills, Technical Expertise, Product Demonstrations, Translating Technical Jargon, Customer Service, Adaptable Communication.

WORK SAMPLES

Youtube : <https://www.youtube.com/@vibe-uploaderz2446>

Instagram : https://www.instagram.com/psy.cher_/

ACHIEVEMENTS

- Achieved revenue growth of 25%.
- Achieved highest target of INR 1.5 Cr throughout my tenure
- Achieved minimum monthly target of INR 50 Lacs
- Achieved Highest Sales Revenue of INR 3.6 Lacs in a week in Inside-Sales

EDUCATION

Karunya Institute of Technology and Sciences, Coimbatore, Tamil Nadu

B.Tech BioTechnology Engineering, July 2018 - May 2022

B.Tech in Biotech Engineering is a multidisciplinary field that blends biological sciences with engineering principles. It focuses on developing innovative products and processes using living organisms and biological systems.

Vocational Higher Secondary School, Wayanad, Kerala

High School (Physics, Chemistry, Biology, and Mathematics), May 2015 - May 2017

Physics, Chemistry, Mathematics, Biology (PCMB) is a very mature combination, tried and tested with time, which provides a good foundation to further study of pure sciences or other professional science related degrees.

AWARDS AND CERTIFICATIONS

Foundations of Project Management, Google Course

Certification Offered by Coursera, Date: January 04, 2022

Describe project management skills, roles, and responsibilities across a variety of industries. Explain the project management life cycle and compare different program management methodologies, and define organisational structure and organisational culture and explain how it impacts project management.

Project initiation: Starting a Successful Project, Google Course

Certification Offered by Coursera, Date: March 14, 2022

I have gained a deep understanding of the initiation phase of the project life cycle, recognizing its importance in setting the foundation for successful project execution. I am proficient in developing comprehensive project charters that outline key components such as project objectives, scope, stakeholders, and deliverables. Conducting stakeholder analysis, I have effectively identified and engaged relevant project stakeholders, utilising RACI charts to define and communicate project team member responsibilities. Furthermore, I possess the ability to evaluate and select suitable project management tools to meet specific project needs, ensuring efficient and effective project planning and execution.

Brand and Project Management, IE Business School

Certification Offered by Coursera, Date: August 11, 2021

Identify the critical information needed to develop a product and brand strategy that generates both quick-wins and long-term value. By completing this course, you will be in position to create an activity plan to bring your brand strategy to life - both externally towards consumers and internally to employees. You will be able to define the right metrics for determining success in the implementation of your product and brand strategy, considering any adjustments that may need to be made under a test and learning methodology.

ORGANIZATIONS**Rotaract Club Karunya**

Volunteer

Date: August 2021 - May 2022.

Karunya Innovation and Design Studio

Head of Finance

Date: August 2019 - January 2021.

Students Association for Biomedical Engineers

Vice President.

Date: August 2020 - August 2021.

Students Association for Biomedical Engineers

President.

Date: August 2021 - May 2022.

National Cadet Corps

Cadet

Date: August 2018 - August 2019.

IEEE Karunya Chapter

Media and Marketing Coordinator

Date: August 2020 - August 2022.

LANGUAGES KNOWN : English, Hindi, Malayalam, and Tamil

