

Midhun Raj

Veli Fort Kochi

Fort Kochi

Kerala India

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SYNOPSIS

A highly efficient, results driven and capable Sales and Marketing professional with a proven experience in likes of international market (**DUBAI**) with ability to effectively develop, manage and control relationships between the company and its target audience. Having a proven track record of quickly understanding a marketing campaigns mission, vision and objective and then communicating this to potential customers. Enjoying challenging briefs & able to work to an excellent standard under considerable pressure whilst presenting a positive image to clients & colleagues. Now looking for a suitable sales position with an ambitious & exciting company

AREAS OF EXPOSURE

- Customer Acquisition - Business Development - Team Management
- Key Account Management - Client Meet - New Area Development
- Commercial Operations - Budgetary Management.

CORE COMPETENCIES:

Business Development

- Identifying and developing business relationship for long term revenue growth and to achieve referral and repeat business
- Formulating monthly/annual goals and develop business / operational plans for achievement of goals
- Planning and implementing activities for revenue generation
- Market research for more business opportunity.

Commercial Operations

- Ensuring vendors registration
- Estimating Budgeting and negotiating with suppliers/vendors Executing promotional campaigns with the customers

Team Management

- Organizing Training programs new recruits
- Leading, Training and monitoring team members to ensure efficiency in Sales and meeting individual and group target

Professional Experience

1) PROPMART TECHNOLOGIES PVT LTD (A PURAVANKARA CO. LTD)(Aug 2019 – Till Date)

Deputy Manager (Sales) – New Sale, Resale, Rent.

Reporting directly to Cheif Business Officer (Puravankara co ltd)

Key Responsibilities:

- Responsible for handling Sales for the assigned project such as Purva Oceana, Purva Grand Bay, Purva Moonreach.
- Conducting client visits and Managing walk ins.
- Presenting property solutions to client
- Generating business through Channel Partners and Brokers
- Having a daily follow ups with Enquiries regarding Booking status
- Giving daily report of booking directly to Cheif Business Officer (CBO)
- Participating in Exhibitions for promoting sales.
- Scout for new sales oppurtunities through client references
- Identifying business oppertunities to furhter increase sales volume, market share and profitability per property sales.
- Following up with existing clients for resale or rental oppurtunity
- Strategical tie with rental brokers and realtors for rental oppurtunity in other builder projects.
- Handling sales and marking of Land owner share of project . (Other Builders)

PREVIOUS EXPERIENCE

2)_WEST SHIP LOGISTICS (APRIL 2017 – JULY 2019)

SENIOR SALES / OPERATIONS – SUPERVISOR

Key Responsibilities:

- .Managing a team of marketing and sales team, setting sales target & cash inflow monthly & annually.
- Communicating with channel partners to ensure all necessary order paperwork was submitted and sales process was correctly followed.
- Creating new views, reports, and dashboards in Salesforce.
- Schedule client meetings and managing key accounts.
- Directly monitors the entire transaction management services in booking, negotiations, le, finalization of rates leading to sales closure and marketing communications with all advisory firms.
- Collaborated with 3 departments to author an online Learning Center for new clients.
- Calculated rates for new routes and converted all foreign currency cost in order to gain new business for account.
- Touch base with all departments internally and also within the group with legal, audit, tax, bank and other agencies related to sales and transaction management.

3)_CMA-CGM AND ANL NE LLC - DUBAI, UAE (MAR 2012 – MAR 2017)

SENIOR EXECUTIVE – INDOOR SALES

KEY RESPONSIBILITIES

- Handling and meeting with VIP client to secure and maintain the business relation
- Communicating with channel partners to ensure all necessary order paperwork was submitted and sales process was correctly followed.
- Daily follow ups for identifying potential customer in market
- Created new views, reports, and dashboards in SalesForce.
- To identify potential customers, create and close new business opportunities in line with the strategic direction of the company.
- To build and maintain strong client relationships by effectively handling objections/cancellations thus ensuring a high level of customer service is met at all times
- Calculated rates for new routes and converted all foreign currency cost in order to gain new business for account.

Senior Customer Service Executive / operations

Key Responsibilities.

Import D.O. Couter:

- Verifying the documents
- Issuing NOCs
- Issuing Delivery Orders
- Handling Extension of D.O and N.O.C
- Collecting Payments

Customer Service:/Operations

- Handling Import documentation for all import shipments to UAE
- Handling all Break Bulk shipments.
- Finalizing the Manifest details before submitting it in Dubai Trade.
- Updating local charges for all shipments.
- Sending Pre- intimation to VIP clients.
- Sending Invoices to customers.
- Sending Arrival notice to customers.
- Submitting manifest in Dubai trade.
- Generating Delivery Orders.
- Closing vessel wise import documentation.
- Follow up with customers on Idle full containers in Port.
- Sending official idle notification to idle containers.
- Follow up with customers on outstanding payments.
- Coordinating with Overseas offices.
- Assisting customer in tracking shipments.
- Coordinating with sales and logistics department.
- Sending SOAs to credit customers on weekly, Fortnight and Monthly basis.

- Providing Vessel closure and Idle full Reports to Manager.
- Handling all shipments of VIP clients.

4) **CSAV - COMPAÑÍA SUDAMERICANA DE VAPORES (APRIL 2010- MAR 2012)**

SHIPPING EXECUTIVE DOCUMENTATION

KEY RESPONSIBILITIES

- Preparing Container Release Order and mailing the same to customers
 - Preparing Bill of Lading and mailing the same in draft mode to customers for checking.
- Co-ordination with Clients/ Customers for the entire Documentation Process
- Co-ordination with all Offices of CSAV in India towards Business Processing
- Preparing the Invoice and sending to customers
- Keeping vessel wise record of Invoice and Bill of Lading released to customers

Educational Qualifications:

Degree	Board/University
B.Com (TAXATION)	Mahatma Gandhi University, Kottayam, Kerala
PLUS TWO (COMMERCE)	Higher Secondary Education/EMGHSS
10 th STANDARD	Central Board of Secondary Examinations/K.V.INS DRONACHARYA
M.BA INTERNATIONAL BUSINESS	CURRENTLY PURSUING (ANNAMALAI UNIVERSITY - DISTANCE EDUCATION)

Strengths:

- Ability to take up challenges.
- Good Communication Skills.
- Relationship Building
- Formulating business strategies.

In addition to that I am a person with high learning ability and skills such as teamwork, leadership . I like to work with responsibility, dedication and perseverance, I have a facility to establish good interpersonal relationships and foremost I am loyal to my principles, ethics and always giving the best out of me.

Reference: Available on Request.

Personal Profile

Name	: Midhun Raj
Father's Name	: M.Rajagopalan
Age	: 31 Years
Date of Birth	: 31-05-1988
Sex	: Male
Marital Status	: Married
Religion	: Hindu
Natonality	: Indian
Residental Address (India)	: Sree Nilayam House no 9/61 a Fortkochin, Ernakulam, Cochin - 1 Pin code682001

Declaration

I here by declare that the informaton is true fair to the best of my knowledge and belief.

Fort Kochi

Date: 20.03.2020

Midhun Raj