# SENOY K. JOSE



## Contact

### Address:

Kallungal House, West Kadungalloor, Aluva-683 110.

### Mobile Number:

9847815669 / 8281175669

### Email:

[senoyjose79@gmail.com](mailto:senoyjose79@gmail.com)

## Languages

English, Hindi & Malayalam

## Qualifications

* Degree
* X-ray Welding 6GR
* Videography

## Computer Knowledge

Windows Operating System, MS Office, Internet & Other packages

## Career Objective

To find a challenging position where I can use my talent and abilities also to grow with the company and provide my contribution with 16 years of experience in Sales/Marketing.

## Skill Highlights

|  |  |
| --- | --- |
| * Positive attitude, hardworking, quick learner and highly motivating. * Excellent oral and written communication skills. * Develop project concepts and maintain optimal workflow. | * Excellent interpersonal and customer relational skills. * Continuously strive for growth. * Performance Evaluation and Planning Form |

Experience 17 years in Sales & Marketing (in Local & International Market)

**TEAM MANAGER ( 2022- cont-)**

**INCHEON KIA (DESOM)**

### Responsibilities:

* Motivate team members and monitor the performance to achieve the target.
* Implements and maintain a prospect tracking and follow-up system
* Conduct roadshows and displays on respective areas.
* Conduct monthly review and improve the weak areas.
* Oversee day-to-day Operation.

**BRANCH MANAGER ANGAMALY (2019 – 2022.)**

**POPULAR VEHICLES & SERVICES ANGAMALY**

### Responsibilities:

* Scheduled and coordinate meetings
* Conduct Employee performance review
* Develop good customer relationships
* Participate in recruitment and dismissal processes.
* Smooth out problems within the workplace.

Address employee and customer concerns

# SENOY K. JOSE

## Personal Details

### Date of Birth:

01-Jul-1979

### Nationality:

Indian

### Sex:

[Male](mailto:senoyjose79@gmail.com)

### Martial Staus:

Married

### Passport Number:

E 1112564

### Date of Issue: 31-10-2018 Date of Expiry: 30-10-2028 Place of Issue: Cochin

**Driving License Number:**

000/677/2000

### Date of Issue:

January 2000

### Type:

Light & Heavy with Badge

### ASSISTANT SALES MANAGER - (Dealership In-Charge in Angamaly Branch) - 2016 -2019 Jan

**MALAYALAM FORD**

Malayalam Ford is Kerala’s Leading Ford Cars Dealer with Sales & Service Network that spread across Kerala.

### Responsibilities:

*Achieve growth and hit sales targets by successfully managing the sales team.

*Design and implement a strategic business plan that expands company’s customer base and ensure its strong presence.

*Own recruiting, objectives setting, coaching and performance monitoring of sales representatives.

*Build and promote strong, long-lasting customer relationships by sharing with them and understanding their needs.

*Presenting sales, revenue and expenses reports and realistic forecasts to the management team.

*Identify emerging markets and market shifts while being fully aware of new products and competition status.

*Arrange, facilitate, and co-ordinate the implementation of sales activities

### ASSISTANT SALES MANAGER - (Showroom In-Charge 2015 -2016)

|  |  |
| --- | --- |
| **GARY AUTOMOBILES - FRANCE**  **Responsibilities:**  Identify emerging markets and market shifts while being fully aware of new products and competition status.  Arrange, facilitate, and co-ordinate the implementation of sales activities  Manage Events & sponsorships.  Coordination and follow-up with marketing team. Building brand recognition and advertisements.  Maintain effective communication throughout store and communicate customer experiences and feed backs to brand team to re-align company strategies accordingly.  Manage all communication with existing client to | 2 |

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maintain long term relationship through various modes such as telephone and e-mail.

# SENOY K. JOSE

## Personal Details

### Father’s Name: K.C. Jose Mother’s Name: Metty Jose

**Hobbies:** Reading Travelling Arm Restling

### TEAM LEADER - SALES DEPT - 2008-2015

**HYUNDAI (MGF), INDIA**

M.G.F. Hyundai is Kerala’s leading Hyundai dealer with sales & service network that spread across Kerala.

### Responsibilities:

*Manage sales team of 6 members for passenger cars and SUVs.

*Meeting with retail and co-operate customers.

*Co-ordination with team members and sales report on targets.

**Monitoring competitors and contribute on sales strategy. Arrange, facilitate, and coordinate the implementation of sales activities.

### SALES OFFICER - SALES DEPT - 2004-2008 KOYENCO AUTOS, COCHIN

**Responsibilities:**

**Building brand recognition and advertisements. Manage Events & sponsorships.

*Coordination and follow up with marketing team.

*Ensuring each client-contact point builds a favorable impression.

*Supervise, follow up, recommend and provide feedback about implementing offers.

### SALES EXECUTIVE

**MARUTI POPULAR, MAMANGALAM**

**Responsibilities:**

*Coordination and follow up with marketing team.

*Ensuring each client-contact point builds a favorable impression.

*Supervise, follow up, recommend and provide feedback about implementing offers.

### I hereby declare that the information given above is true to the best of my knowledge

**Place: Aluva SENOY K. JOSE**

**Date :**