



CHINTHU UTHAMAN

KEY ACCOUNT MANAGER

PROFILE

Process-oriented and versatile business developer with 12 + years of experience in establishing long-term partnerships and recruiting new allies. Exceptional negotiation, persuasion, cold calling, and multitasking skills with an adequate understanding of implementing technology in long-term planning. keeps informed of the latest trends in business. A prescient and consummate manager with experience in planning, implementing and forecasting strategies and innovations.

WORK EXPERIENCE

- **Key Account Manager - (Business Development)** (2022 JULY - PRESENT)
We First Trading (A.K Almooyed & Juma International)
 - Managing Key Accounts and developing the business by creating new accounts.
 - Develop and execute comprehensive marketing strategies and campaigns that align with the company's goals and objectives.
 - Maintaining proper customer service, managing BDA's & negotiations for the the making of Contracts.
 - Monitor brand consistency across marketing channels and materials.
- **Key Account Manager -Sales** (2020- 2022)
Ali Rashid Al Amin BSc (C)
 - Create and manage the key Accounts, Budget Allocation, Sales Reports and ensuring efficient allocation of resources.
 - Oversee market research to identify emerging trends, customer needs, and competitor strategies.
 - Monitor brand consistency across marketing channels and materials.
- **Assistant Manager - Sales** (2011 - 2020)
Al Jishi Corporation
 - Assisted Sales manager to monitor, scrutinize and supervise a team of sales people
 - Develop and maintain strong relationships with partners, agencies, key Accounts and vendors to support marketing initiatives.
 - Monitor and maintain brand consistency across all marketing channels and materials.
 - Overviwed the preparation of Sales targets, Ageing reports, Sales reports and Commitment Reports for the Monthly Sales.

CONTACT

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EDUCATION

- 2009 - 2011
ANNA UNIVERSITY
- Master of Business Administration
- 2005 - 2008
M.G UNIVERSITY-KOTTAYAM
- Bachelor of Computer Science

SKILLS

- Project Management
- Public Relations
- Teamwork & Computer Skills
- Time Management
- Negotiation & ROI Analyzing
- Effective Communication
- Research & Critical Thinking

LANGUAGES

- English (Fluent)
- Hindi (Fluent)
- Malayalam (Native)
- Tamil (Intermediate)