



CHINTHU UTHAMAN

KEY ACCOUNT MANAGER

CONTACT

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- Jiddaffs, Manama, Bahrain

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)

PROFILE

Process-oriented and versatile business developer with 12 + years of experience in establishing long-term partnerships and recruiting new aliates. 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)

We First Trading (A.K Almoayed & Juma International)

(2022 JULY - PRESENT)

- 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, scrutnize 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.