



CONTACT

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Email: jomyrs1987@gmail.com

KEY SKILLS & COMPETENCIES

- Proficient at dealing with customer service issues
- Solid managerial and organizational skills
- Ability to prepare detailed sales reports as necessary
- Good planning and problem solving abilities
- Positive attitude and effective communication skills
- Ability to work under pressure and under own initiative
- Willing to try new things & interested in improving efficiency on assigned tasks
- Able to get along well with team members

COMPUTER PROFICIENCY

- Familiarity with all range of windows operating systems
- Proficient with MS Excel, Word & PowerPoint
- Proficient with Company Oriented Software - Focus
- Adobe Photoshop, Adobe Acrobat Pro
- Good Typing Skills

LANGUAGES KNOWN

English: Read, Write, Speak
Hindi: Read, Write, Speak
Malayalam: Read, Write, Speak
Tamil: Speak

PERSONAL DETAILS

DOB: 04-09-1987

Sex: Male

Marital Status: Married

Nationality: Indian

Address: Flat No.602, Pink Bldg,
Abu Shagara, Sharjah,
U.A.E

DRIVING LICENSE

Holding Valid U.A.E Driving
License (Light Vehicle)

REFERENCES

*Available on Request

JOMY RS

SALES MANAGER

ABOUT

Knowledgeable Sales Manager experienced with meeting sales goals tracking inventory and using MS Office Suite applications as necessary to track relevant data. Adept at customer relations and staff supervision. Specialize in multitasking to meet key deadlines.

WORK EXPERIENCE

SALES MANAGER

THE SUPREME INDUSTRIES OVERSEAS FZE, SHARJAH | AUG 2018 - TILL DATE

- The Supreme Industries Overseas FZE is a wholly-owned subsidiary of The Supreme Industries Limited, Mumbai, India, the leading manufacturer of Plastic Piping Products having 25 manufacturing units across India.
- To promote & market plastic piping products made from PVC, PPRC, CPVC & HDPE by cultivating effective business relationships with Trade partner across the globe.
- Managing Exports to more than 30 countries covering Trade and Projects.
- Has to be worked on in close coordination with the General Manager according to internal regulations for International Market.
- Participated in trade shows and helped create ideas to market our products and services which increased new customer sales and leads.
- Created, developed and maintained professional contacts across the globe.
- Coordination and timely follow-ups with distributors and project managers to achieve sales target.

ASST SALES MANAGER

KIRLOSKAR DMCC, DUBAI | JUNE 2016 - JUNE 2018

- Marketing, sales and customer support activities for products manufactured by Kirloskar Group Companies with the main focus on Diesel Engines, Diesel Generating Sets and Spare parts.
- Understanding the markets to identify business opportunities & to continuously update the business potential.
- Managing sales outlet in Dubai.
- Attend to enquiries, submit business proposals and convert them to executable business with adherence to profitability norms.
- Visiting foreign countries in Middle East and Africa for new market development and thereby increase in sales.
- Using Microsoft Office packages, particularly Excel, PowerPoint and Word to produce clear and concise reports.
- Generated quotations for projects and tender business.

SENIOR SALES ENGINEER

POWERMECH DIESELS, INDIA | JAN 2013 - MAY 2016

- Generate new enquiries for Diesel Generators (Kirloskar)
- Load analysis at site & identify the customer's current & future requirements.
- Offer required rating, followup, negotiation and convert enquiries into orders
- Co-Ordination with team and ensure timely delivery
- Offering After Sales Support
- Provide monthly reports on forecast

SALES ENGINEER

GENLITE ENGINEERING PVT LTD, INDIA | JUNE 2011 - DEC 2012

EDUCATION

B.E - ELECTRICAL & ELECTRONICS ENGINEERING

Anna University | 2007 - 2011 |

HIGHER SECONDARY - SCIENCE

Govt. HSS | 2005 - 2007 |

SECONDARY SCHOOL- C.B.S.E

MGM Model School | 2005 |