

ABOUT ME



ARUN GOPALAKRISHNAN THAMPI

SALES MANAGEMENT PROFESSIONAL

Seasoned Sales Professional with an entrepreneurial spirit who leads companies to growth and market differentiation with a record of generating new business opportunities and developing lucrative partnerships

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CAREER SUMMARY

Visionary Strategic Leader offering over 15 years of experience in cross functional team leadership, performance improvements, business developments, brand building, marketing, sales and service, cost savings and delivering positive outcomes with strong and sustainable gains. Proven track record of implementing necessary business development strategies to accomplish breakthrough sales objectives while creating unique market-entry strategies, managing business relationships, building credibility and establishing immediate rapport with potential clients.

- Comprehensive experience in creating short term and long term business development procedures, engagement strategies and service standards; excellence in managing multiple business processes / revenue expansion activities with key focus on top & bottom line profitability
- An effective communicator and team leader with exceptional relationship management skills with ability to relate to customers, dealers and people at any level of business and management

EDUCATION

June 2013

Executive Post Graduation Diploma in Business Management at Symbiosis Institute of Business Management, Pune, India.

November 2005

Bachelor of Engineering in Electronics & Communication from R.M.K Engineering College affiliated under Anna University, Chennai, India.

March 2001

Class XII from New Indian Model School, Dubai, UAE Affiliated to Board of Higher Secondary Education, Government of Kerala

June 1998

Class X From St.Thomas Central School, Trivandrum, India affiliated to Central Board of Secondary Education (CBSE)

WORK EXPERIENCE

April 2021 - June 2022

GENERAL MANAGER - SALES & MARKETING

B S ENGINEERING INDIA PVT LTD | Trivandrum, Kerala, India

- Leading sales and marketing team, devising plans & identification of avenues for business growth building strong internal and external relationships resulting in increased employer branding
- Prepared sales and marketing plan in the form of price recommendations, pre-sales plan, post sales plan in conjugation with inputs from all departments
- Working with Finance, and Human Resources, provides assistance with recruitment, sales incentive compensation administration when required to arbitrate the application of sales compensation program policies and procedures
- Developing and effectuating contingency / business continuity plans to ensure uninterrupted and smooth business operations and attainment of budgeted objectives; implementing policies & procedures and developing documentation for the process
- Accelerated revenue and profit growth with a increase in the sales pipeline through the development and implementation of sales strategies including the deployment of new sales teams and services
- Developed short term and long term business development procedures, engagement strategies and service standards; revenue expansion activities with key focus on top & bottom line profitability
- Concentrate mainly in maximising penetration to focus customers and increasing the share of wallet from the account through value selling and product demos.
- Working closely with management to develop and implement sales strategy to Secure existing and increasing new business
- Responsible for overall team performance, capability development and managing key client relationships from time to time

SKILLS

Business Development



Operational Leadership



Client Acquisition



Brand building



Relationship Management



Key Account Management



Marketing Strategy



September 2018 - August 2020

SALES MANAGER – KEY ACCOUNTS

DAIKIN AIR CONDITIONERS

Muscat Electronics L.L.C, Muscat, Oman

- Achieves regional sales operational objectives by contributing regional sales information and recommendations to strategic plans and reviews; preparing and completing action plans; productivity and customer-service standards; identifying trends.
- Conceptualizing & Implementing competitive strategies for generating sales, developing and expanding market share towards the achievement of revenue & profitability targets.
- Leading sales and marketing team, devising plans & identification of avenues for business growth building strong internal and external relationships resulting in increased employer branding.
- Analyze pipeline and lead data, deliver periodic reporting to the sales and marketing teams providing key business insights: typical reporting relates to demand generation, pipeline forecast trends, conversion rates and market segmentation.
- Established and maintained an extensive clientele base, consisting of return business as well as new contacts by ensuring an excellent rapport with the patrons; provide personal attention to their needs, offer fast, friendly assistance to assure their satisfaction however possible.

November 213 - August 2018

ASSISTANT SALES MANAGER

DAIKIN AIR CONDITIONERS

Muscat Electronics L.L.C, Muscat, Oman

- Responsible for creating and implementing new and effective sales strategies in order to hit additional potentials, as well as to grow new and expand existing business widely
- Interacted with the clients for requirement gathering, analysing latest business trends pertaining to other industrial latest trends.
- Engaged and coordinated business analysis sessions for understanding client business processes and mapping them to required business standards when required and arranging equipment demonstrations in wall mounted, cassette, ducted, packaged, vrv, ahu & chiller units.
- Executed appropriate metrics, forecasts and reports in order to analyze and evaluate the results of sales and campaigns
- Responsible for the entire sales activities; forecasting monthly / quarterly sales targets and maximizing the profit in assigned region of country
- Significantly achieved pre-set sales targets by implementing competent business strategies to market.
- Proactively identified opportunities for sales process improvement. Worked closely with sales management to inspect sales process quality and prioritize opportunities for improvement.
- Analyzed latest sales trends and tracking competitors' activities and providing valuable inputs for fine tuning sales & marketing strategies.

PREVIOUS ASSIGNMENTS

- Senior Sales Engineer - Daikin Air Conditioners | Muscat Electronics LLC, Muscat, Oman
July 2008-October 2013
- Sales Engineer | Farida Trading LLC, Dubai, UAE | April 07 to December 07
- Graduate Apprentice (ECE Engineer) | Keltron Controls, Kerala, India | October 06 to March 07
- Electronics Engineer | Pooja Lab Equipments, Kerala, India | September 05 to October 06

TRAININGS

- Management Skills Course for Executive Secretaries from Nadia, U.A.E.
- Undergone Sales Training in Daikin U.A.E office & Daikin Belgium Factory.
- ISHRAE member

PERSONAL DETAILS

Date of Birth	: 16-08-1982
Nationality	: Indian
Languages Known	: English, Hindi, Tamil & Malayalam
Driving Licence	: Valid UAE, Oman & Indian License
Visa Status	: Visit Visa