

Naveen Antony Aloysius

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Professional Summary

I'm a technical professional with hands on experience in B2C and B2B sales. Also having experience in purchase and procurement. I have experience in Sales & Promotion Campaigns, CRM Software, Purchase and procurement, Purchase Order, LC, Negotiation, FIFO, HS Code. I hold strong customer relationship skills and networking skills. I have always worked closely to meet target customer visit and follow up, meeting customer objectives generating new sales opportunities through cold calling, networking, and social media.

Career Objective

Build my career while learning most recent technology and grow in the new Normal and determined to perform more than what the management expects from my side.

Skills and Talents

Degree in Automobile Engineering, MBA in Marketing, Knowledge of Automotive market ecosystem in GCC, Upselling and Cross-selling, Automotive Parts and Software Knowledge, Networking, weekly monthly and annual sales report and MIS, Exp. in ERP systems like SAP, MS Dynamics, AS-400 and Oracle, proficient in Microsoft Office Suite.

Education

MBA Marketing -2020
B.Tech Engineering 2007-2011

About

Date of Birth : 29/03/1989
Marital Status : Married
Languages Known : English, Hindi, Malayalam and Tamil.
Driving License : India & Qatar (LMV)

Work Experience and Skills

RBR Inc., Kerala, India

Sales Manager November '2020 to Present
Senior Sales Executive January'2018 to February'2019

Sales of performance tuning software for gasoline powered vehicles; software used AlienTech KSuit for remapping stock ECU.

Managing sales/marketing of German Brand LIQUIMOLY (Lubricants, Additives and Car Care) in Ernakulam District and Malaysian Brand TiTAN S/AB wide Kerala.

- Business Development • Market Penetration • Billing
- Brand Development • Payment Collection • Target Planning
- Network Management • Regular Market Visits

DMS Software used-AutoRox & ZOHO

Al Mana Enterprises Co. WLL, Doha, Qatar

Sales/Purchase Executive Feb'2019 to June'2020

Managing sales/marketing of SERVO Lubricants in Doha Qatar.

- Target Planning • Just In Time Purchasing • Strategic Sourcing
- Cost Optimization • Market Development • New Customer
- Billing • Brand Development • Payment Collection • Regular Market Visits

ERP used Microsoft DynamicsAX

Saud Bahwan Group, Muscat, Oman

Sales Officer, Dubai, U.A.E. March'2016 to Jan'2018
Purchase Officer, Muscat, Oman August'2014 to March'2016

Managing inventory and sales of SERVO Lubricants, EXEDY, TOKICO, CTR, MITSUBOSHI, and various other aftermarket brands.

- Order/ Inventory Planning • Inventory Control • ERP • RFP / RFQ / RFI • Supply Chain Management • Vendor Management
- Purchase Orders • Sales Invoice • Commercial Invoice • BOL
- Inbound/Outbound Orders • Sales • Billing • Target Planning
- Brand Development • Regular Market Visits

ERP used SAP & AS400; DMS used Oracle

Nippon Motor Corporation Pvt. Ltd., Kerala, India

Team Leader April' 2012- July' 2014

Handling Premium customers B2C for the sales and marketing of performance products for new and used vehicles. Vehicle Sale, Accessories Sale and Conducting Training for Sales Team on newly introduced Performance Products.

- Team Manager • Manages Inventory and Stock • Sales Goals • Monitoring Sales • Deadlines • Meeting • Training • Hiring

ERP used SAP

Certificates

SEIMENS UG NX V8.5 & CATIA V5 R21

Date: 21/09/2021

Place: Kochi-Kerala