

THOMAS TIBU ABRAHAM

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Profile Summary

- A **versatile, high-energy** professional with **10+ years of experience**; targeting senior level assignments in **Sales and Marketing** with an organization of high repute in **Automobile industry**.
- In-depth understanding of **developing business & revenue** and **ensuring sales maximization** through application of techniques.
- **Identifying & networking with prospective clients**; comprehensive exposure in managing business operations through business development procedures.
- **Business accelerator**: Generated new business leads and augmented business for the companies.
- **Accomplished and exceeded volume and profit goals** by nurturing partnerships with existing customers, dealers and distributors; managed all aspects of product marketing including **product enhancements, competitive analysis, market forecast and product positioning**.
- Won **2nd Runner up** position in **National Sales Skill Competition 2011** conducted by **Hyundai Motor India Limited**.
- Mercedes Benz Certified Sales (C-Sales).
- Sold **75 AMG's** in 2 years & **100 Mercedes Benz** cars in 3 years.
- Started **web designing** at the age of 10.

Professional Experience

AMG Sales Expert	July 2017 to Jan 2021
AMG Performace Center - Rajasree Motors Pvt Ltd – Ernakulam, Kerala	
Territory Manager	Jan 2017 to July 2017
JEEP - GMA Pinnacle Automotives Pvt Ltd – Ernakulam, Kerala	
Executive - Sales	Mar 2013 to Dec 2016
Rajasree Motors Pvt Ltd – Trivandrum, Kerala	
Project Manager	Sep 2012 to Feb 2013
National Council for Empowering India – Trivandrum, Kerala	

Education

Bachelor of Business Administration (BBA)

2011

Kuriakose Gregorius College

Pampady - Kottayam

Secured 55% Marks

Certifications

- Fundamentals of Digital Marketing – **Google Digital Unlocked** (P3Y 2ZC EEH)
- Mercedes Benz **C Sales** – Mercedes Benz (D8TABRAH)
- AMG **Product Knowledge** (S0498E)
- AMG **Brand Fascination** (S0468E)
- AMG **Expert - Advanced**

Accomplishments

- Participated in **National Sales Skill Competition 2011** conducted by **Hyundai Motor India Limited** and secured **1st Position in South Region** and **2nd Runner up position in India**.
- **Qualified to regional round in Star Skill** contest conducted by Mercedes Benz (2014,2015,2016)
- Secured **Third position** in a contest conducted by **Mercedes Benz for selling maximum number of NGC cars in India**
- **Sold First AMG G63** in South India (First AMG from Rajasree Motors)
- **Sold Jeep Wrangler 3.6L Pentastar** (First vehicle from India)
- **Qualified for National Round** in Star Skill contest conducted by **Mercedes Benz (2018,2019,2020)**

Training Attended

- Mercedes Benz India Sales Training 2015 (Pune) & 2016 (Delhi), 2019 (Pune), 2020 (Delhi)
- Mercedes Benz Training (Module 1 – Module 6)
- Mercedes Benz **C Certification** Training
- Mercedes Benz **Global Training Experience**, Portugal (2015)
- Mercedes **AMG Global Training**, 2020 (Online)
- **“STAR Finesse – Luxury Skills Training”**
- Jeep Training – FIAL Pune
- Hyundai Training - Level 1-6
- **AMG Expert - Advanced** - Affalterbach, Germany

Projects

- BBA Social Project: A study on increasing rate of suicide ratio in Kerala under G.G. Hospital, Trivandrum.
- BBA Management Project: A study on effectiveness of training and development among employees in Apollo Tyres, Kalamassery.

Strengths / Skills

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|-----------------------------|---------------------|
| • Leadership Skills | • Goal Oriented |
| • Self Motivated | • Time Management |
| • Good Communication Skills | • Teamwork |
| • Handling Pressure | • Product Knowledge |
| • Customer Service Oriented | |

Computer Skills

- Programming Languages: C/C++
- Web Scripting Languages: JavaScript, XML, HTML.
- Databases: MySQL
- Platforms: Windows (XP/Vista/7,8,10,11), Linux, Ubuntu
- Accounting: Tally 9

Personal Information

- Date of Birth: 21st July 1989
- Father's Name: Dr. Abraham Cherian
- Gender: Male
- Marital Status: Married
- Nationality: Indian
- Passport No. & Expiry date: V7740327, 29/05/2031
- Languages: English, Malayalam, Hindi, Tamil