

CURRICULUM VITAE



Mr. SIVAPRAGASAM JEYANTHIYAN

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Face book id- www.facebook.com/jthiyan

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Skype id- cool.jeya

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Profile

- Perform excellence in work, by contributing my educational knowledge & experience and adding value to the organization. Willing to work with challenging environment and a team goal player.
- I am very perseverant at achieving my goal through sustained hard work and commitment. And gathered challenging experience in sales and marketing from more than twenty years
- Self-disciplined, sincere and have a strong desire to perform to the best of my abilities.
- Sales and Marketing Experience in the sector of Print Media, Horeca, Fmcg, Electronics, and Electrical, Electrical Accessories
- electrical accessories

My Career starts in Encl

- stabilized in 1930
- log on to <https://www.virakesari.lk>

I had been joined as a marketing executive at expressnewpapers Ceylon pvt ltd no 185 grandpass road Colombo 14

From 2001-2006

Key roll and responsibility

- Visiting clients and converse about advertisement and benefits
- Prepare strategic field sales plans.
- Manage Debt Control and oversee Management.
- Ensure timely quotation and invoicing.
- Maximize sales leads and implement training programs.
- Provide efficient After Sales Support.
- Designing advertisements and booking space on editorial department
- Collecting advertisement for supplement from corporate clients
- Identify and prospect new business/clients via cold-calling and sales activities.
- Build and develop strong relationships with new and existing clients.
- Conduct regular follow-ups with clients to encourage up-selling and retention.
- Create and drive a sales plan strategy that successfully meets monthly sales goals and initiatives
- Providing responsive customer service and resolving client issues quickly and efficiently
- Following up on client referrals
- Brands-virakesari, mithran, kalaikesari

CAREER HISTORY QATAR

- **FMCG**

I had been worked for Qatar National Import and Export Company in the sales department

Po Box 490 Doha Qatar

From 2006-2009

Responsibility

- Handle high net worth customers and be able to negotiate and communicate fluently.
 - Work with division Manager and merchandiser supervisor to plan daily/weekly/monthly sales activities in line with agreed sales plan and overall sales strategy.
 - Build relationship with key and top corporates to explore business opportunities and cater to their marketing needs.
 - Update and maintaining accurate record of all sales activities in a timely manner and maintenance of Sales quality with minimum validations.
 - Achieve the individual sales plan in a consistent manner.
 - Maintain a professional and fair conduct in all dealings with customers and other clients.
 - Provide a level of service expected by industry standards, putting the customer at the center of everything we do
 - Conduct regular follow-ups with clients to encourage up-selling and retention.
 - Create and drive a sales plan strategy that successfully meets monthly sales goals and initiatives
 - Providing responsive customer service and resolving client issues quickly and efficiently
-
- **Brands**
 - Gulfa mineral water,

- Alsafi dairy,
- Amaricana brands,
- Sadia chicken,etc.....

Out lets

Alkhor almeera,lulu matharkadeem, sea hore hyper market, gulf Indian hypermarket, Kabana,
Al shammal almeera, al hunaidi, etc.....

CAREER HISTORY QATAR

- **FMCG**

I had been worked as a key accounts sales man in the AL ZAD HOLDINGS Doha Qatar in sales department under National Food Company a subsidiary of al zad holdings

From 2009 to 2015

Responsibility

- Meet and exceed sales targets
- Successfully create business from new and existing customer accounts
- Manage complex negotiations with senior-level executives
- Build rapport and establish long term relationships with customers
- Build and develop strong relationships with new and existing clients.
- Conduct regular follow-ups with clients to encourage up-selling and retention.
- Create and drive a sales plan strategy that successfully meets monthly sales goals and initiatives
- Providing responsive customer service and resolving client issues quickly and efficiently
- Following up on client referrals
- Always follow the settlement of invoice values both credit and cash on time

- **Brands**

AL Arabia products

keema,nuggets,susages,humberger,kebab.....etc

Present career

Skyray associate

Stabilized in 1978

Presently working as business development executive at **sky ray associate** no 67 1/1 stace road

Colombo 14

Log on to <https://www.skyray.lk>

Since 2016 to up to now

- **products**

Electronics, electrical accessories and components and public addressing systems

- **brands**

Unitec , Sunwa,Glecon.Sonooff,Freepower,Aiteng,baku, Smart sensors,Kingstar

Responsibility

- Research the market to find opportunities and understand customer needs.
- Actively discover new sales chances through visits and social media.
- Arrange meetings with potential clients, listen to their needs, and address concerns.
- Negotiate and close deals, managing complaints or objections.

- Collaborate with the team to enhance overall results.
- Collect feedback from customers and share it with internal teams.
- Prepare and send quotes and proposals.
- Build and sustain professional networks with potential clients to identify their need
- Payment reminder after successful deal

presently working at

State Electricals and Trading Co Wll

Electrical Cables and electrical accessories

Doha Qatar

as a Sales Executive since January 2024

Got a Client base of more than 150 active numbers

Responsibility

- Develop and implement strategic sales plans to achieve targets and expand the customer base.
- Identify and pursue new business opportunities through proactive prospecting and lead generation activities.
- Build and maintain strong, long-lasting relationships with existing and prospective clients.
- Conduct product presentations and demonstrations to showcase the features and benefits of our offerings.
- Prepare and deliver sales proposals, quotes, and contracts in a timely and professional manner.
- Represent the company at industry events, conferences, and networking functions to promote brand awareness and establish connections.

ACADEMIC QUALIFICATIONS

- Holding a diploma for English from the new university of south Wales Australia (local)
- Holding a diploma for computer applications
- Familiar with photo shop, internet and email

- **Educational qualification**

Attempt school Holy Trinity National College

Successfully sit for Gce Ordinary examination 1997

- **Results**

Tamil credit

Religion credit

Arts credit

Social studies credit

Math's credit

Commerce credit

Science credit

Accounts simple

Successfully sat for Gce Advance Level 2000

Attempt school St Joseph's College

- **Results**

Tamil credit

Geography credit

Physics credit

PERSONAL DETAILS

Full Name	SIVAPRAGASAM JEYANTHIYAN (jey)
DATE OF BIRTH	1980/06/27
NATIONALTY	SRILANKAN
PERMANENT ADDRESS	No 103/11 school lane meethotamulla
CONTACT NO	50956804 available on whatsapp (int dial 0094724100984)
SRILANKA DRIVING LICENCE	NOB515002
PASSPORT NO	N3202885
QATAR DRIVING LICENCE NO	028014406402 for light vehicle expires in 2029

Short brief of myself

I'm a married person with two kids interest in social work helping to people who needed and love to play video games, chess, carom, and cricket and willing to get the goal in every opportunity I got

*And my humble thanks to you for spending your
prestige's time to go through my curriculum vitae*

i hereby that the above mentioned details are true and correct to the best of my knowledge and belief

Thanking you

Yours sincerely

S.Jey