



Mr. SIVAPRAGASAM JEYANTHIYAN (jey)

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## PROFILE

- Perform work excellence by contributing my educational knowledge & experience and adding value to the organization. Willing to work in a challenging environment and a team goal player.
- I persevere 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 strong desire to perform to the best of my abilities.
- Sales and Marketing Experience in the sector of Print Media, Horeca, Fmcg, Electronics, Test Measurement Meters and electrical accessories
- capable of working in the procurement department and vendor handling
- Language-Tamil Mother Tongue
- Language- English professional
- Language-Hindi Fluent in spoken
- Language-Malayalam Fluent in spoken
- Language-Arabic-Medium Level Spoken

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

I had been joined as a marketing executive at Express Newspapers Ceylon pvt ltd no 185 grandpas road Colombo 14

From 2001-2006

KEY ROLL AND RESPONSIBILITY

- Visiting clients and conversing about advertisements 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-

1. virakesari, mithran, kalaikesari

I have worked for Qatar National Import and Export Company in the sales department as a sales representative

Po Box 490 Doha Qatar

From 2006-2009 **Responsibility**

- Handle high net worth customers and be able to negotiate and communicate and keep a good rapport
- Work with the division Manager and merchandiser supervisor to plan daily/weekly/monthly sales activities in line with the agreed sales plan and overall sales strategy.
- Build relationships with key and top corporates to explore business opportunities and cater to their marketing needs.
- Update and maintain an accurate record of all sales activities on time and maintenance of Sales quality with minimum validations.
- Achieve the individual sales plan consistently.
- Maintain 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,
- Americana brands,
- Sadia chicken,etc.....

Out lets and clients

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

I have worked as a key accounts sales executive in the national food company a subsidiary of AL ZAD HOLDINGS Doha Qatar

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

## CAREAR – HISTORY ELECTRONICS AND ELECTRICAL

Skyray associate

Stabilized in 1978

Worked as a business development executive at **Sky Ray associate** no 67 1/1 Stace Road Colombo 14

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

From 2016 to 2023

## • Products

Electronics, electrical accessories and components, public addressing systems, Measurement Meters

## BRANDS

Unitec, Sunwa, Glecon.Sonooff, Free power, Aiteng, Baku, Smart sensors, King Star

- 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 a successful deal

#### CAREER- DOHA QATAR -SALES EXECUTIVE

Joined as a sales executive cum Partly Procurement Officer at State Electricals and Trading Co Wll (SETCO)

Building No 6, 34-36 Barwa Village Doha Qatar

Products Range

Electrical Cables and electrical accessories

Self-Lead generated a Client base of more than 150 active numbers including top oil and gas, HVAC, trading, and facility Management Companies

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 highlight 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.
- Coordinate with vendors and trading company to full fill clients need as per their requirement
- Making quotations as per clients' need
- Receiving quotations from international manufacturers as per local clients' requirements

- Follow up with the client to finalize the quotation to get the PO
- Coordinate with warehouse and accounts department to deliver the materials or goods promptly
- Self-created active client base of up to 150 including major oil and gas companies

Products Cables, Test measurement meters, Electrical Accessories, Electronics

Brands- Untel rubber cables, Copper Plus Flexible cables, scame, Abb, hager, Tp Electric industrial sockets, Schneider, Gwiss, Fluke

## ACADEMIC QUALIFICATIONS

- Certificate for English Literature and Spoken from the new University of South Wales Australia (local)
- Diploma in Business management and administration from LPEC Campus joint venture of the University of Malaysia Science and Tec knowledge ends in April 2025
- Certificate For computer applications
- Familiar with Photoshop, the internet, and email
- Can work in sage ERP software

## • EDUCATIONAL QUALIFICATION

Attempt school Holy Trinity National College

Successfully sat for Gce Ordinary examination 1997

## • RESULTS

1. Tamil Simple
2. Religion Credit
3. Arts Simple
4. Social Credit
5. Math's Simple
6. Agriculture Credit
7. Science Credit
8. English Credit

Successfully sat for Gce Advance Level 2000

Attempt school St Joseph's College

## RESULTS

Tamil	credit
Geography	credit
Commerce	credit
Economics	simple

## PERSONAL DETAILS

Full Name	SIVAPRAGASAM JEYANTHIYAN (jeey)
Date of Birth	1980/06/27
Nationality	SRILANKAN
Permanent Address	No 103/11 school Lane Meethotamulla
Contact Number-	0974-50956804, 0094-724100984
Srilankan Driving License	NOB515002
PASSPORT NO	N11048720
Qatar LMV License Number	28014406402 Expires in 2029 (automatic and Manual)
Qid Number	28014406402

## SHORT BRIEF OF MYSELF

I am a married person with two kids interested in social work helping to people who need and love to play video games, chess, carom, and cricket and willing to get the goal in every opportunity I got and a quick learner

## MY HUMBLE THANKS TO YOU FOR SPENDING YOUR PRESTIGIOUS TIME GOING 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