



DOB: 06-March-1983

+974-33435108 / 77538055

Doha, Qatar

sijojohnytheakkan@gmail.com

EDUCATION

Diploma in Electronics & Communication
Christ The King Institute of
Technology, Coimbatore
2004

KEY SKILLS

- Business Development
- Sales/Marketing
- Purchasing
- PCB Designing & Drafting
- H2S Safety Course
- Training on Scaffold Handling
- MS Office (Word, Excel, PowerPoint & Outlook)
- C++

LANGUAGES KNOWN

- English
- Hindi
- Malayalam
- Tamil
- Arabic

SIJO JOHNY

BUSINESS DEVELOPMENT OFFICER

A Marketing professional with 18 Years' experience in Sales, Direct Marketing, Purchasing, Dealership, having excellent relationship management, analytical and inter-personal skills, looking for new challenges.
Skilled with Business Development, Sales/Marketing, Purchasing

PROFESSIONAL EXPERIENCE

Business Development Officer

April 2020 – Oct 2022

Fakhruddin Kaderbhai trading Co.WLL

- Providing insight into product development and competitive positioning.
- Developing and sustaining solid relationships with company stakeholders
- Analyzing customer feedback data to determine whether customers are satisfied with company products and services
- Responsible for promoting business of project sale.
- Responsible for promoting our agency products.
- Regular visits to clients & projects to promote
- Find prospective clients, source new agencies/products
- Developed the sale of power tools like Dewalt, Bosch, Makita
- To achieve monthly target by regular visits and meetings with clients.
- Handling outdoor sales
- Should keep the track of the quotation going out & its time, delay, not quoting reasons
- Payments collections for closing each sales transactions.
- Maintain healthy relation with staff and customers.

Business Development Officer

Sep 2015 – March 2020

AL-Balagh Trading & Contracting Co.WLL

- To develop strong relation between the company and the customer.
- Responsible for promoting business of trading division.
- Responsible for promoting our agency products
- Find prospective clients, source new agencies/products
- Responsible for sending quotations own clients
- Taking approvals from clients and customer for some special products
- Taking price from local traders and factories
- Maintain healthy relation with staff and customers.
- Developed the sale of power tools like Dewalt
- Improved the sales of scaffoldings, and ladders.
- To achieve monthly target by regular visits and meetings with clients.
- Handling outdoor sales & delivery coordination

QATAR ID NO

28335635705

Valid Up to 24-07-2025

NOC / Transferable.

PASSPORT NO.

Y2238527

Valid Up To 29th May, 2034

DRIVING LICENSE

Qatar Driving License

Valid Up To 11-05-2027

STRENGTH

Hardworking & dedication

Willingness to learn

Positive Thinking

HOBBIES

- Listening Music
- Reading Books
- Internet Surfing
- Sports Activities

- Should keep the track of the quotation going out & its time, delay, not quoting reasons
- Payments collections for closing each sales transactions.

Business Development Manager

Feb 2014 – Aug 2015

Roots International, Doha, Qatar

- To develop strong relation between the company and the customer.
- Maintain healthy relation with staff and customers.
- To achieve monthly target by regular visits and meetings with clients.
- Daily cash closing with proper documents done with accounts.
- Handling outdoor sales
- Should keep the track of the quotation going out & its time, delay, not quoting reasons
- Introduce new eligible clients to the company.
- To submit company details with business cards to sales coordinator
- Payments collections for closing each sales transactions

Showroom In-Charge & Business Development Manager

May 2011 – Sep 2013

Cosmos Tools & Industrial Supplies, Doha, Qatar

- To develop strong relation between the company and the customer.
- Maintain healthy relation with staff and customers.
- Developed the sale of power tools like Dewalt, Hitachi, and Makita.
- Improved the sales of hand tools, scaffoldings, and ladders.
- To achieve monthly target by regular visits and meetings with clients.
- Daily cash closing with proper documents done with accounts.
- Handling outdoor sales
- Should keep the track of the quotation going out & its time, delay, not quoting reasons
- Payments collections for closing each sales transactions

Sales Executive

May 2010 – July 2011

Kairali FORD, Cochin, Kerala

- Organizing and implementing sales programs and Brand strategies
- Maintain and improve service standards
- Ensure that the departments are kept customer friendly to enable them buy without human intervention
- Section wise man power allocation as required
- Align visual merchandise to sales plan to boost sales
- Handling outdoor sales

Sales & Marketing In-Charge

April 2007 – April 2010

Afkar General Trading Co. Alshaya Perfumes, Kuwait

- Organizing and implementing sales programs and Brand strategies
- Maintain and improve service standards
- Ensure that the departments are kept customer friendly to enable them buy without human intervention
- Section wise man power allocation as required
- Align visual merchandise to sales plan to boost sales
- Handling outdoor sales

Call Centre Executive

May 2004 – Mar 2007

ABC Customer Care Centre, a service provider of HUTCH. Cochin, Kerala, India

- Handling outbound calls for the bill payment
- Reminding the customers about the due date
- Recording and maintaining daily sales issues by using Software CRM
- Introduce the customers about new plans and offers

DECLARATION

I hereby declare that all the above-mentioned information's are true to the best of my knowledge.

Place: Doha

Yours faithfully,

Date:

(SIJO JOHNY)