

SHYJU JOSE

Kochupura House, West Chalakudy, Chalakudy (Post)

Thrissur, Kerala, India - 680 307,

Mobile & What's app: +91 94470 76618

Email: jkchalakudy@gmail.com

<https://jkchalakudy.wixsite.com/website>



VISION & MISSION

“My **Vision** is to be an honest, empathetic, and impactful leader and to be recognized internationally within my industry. I am committed to growing as a leader and delivering value-added ideas to end-users. My **Mission** is to create and lead a dream team where everyone is playing to their strengths.” **A Learner for Life.**

EXECUTIVE MANAGEMENT

“Strategic Planning, Product Marketing, Sales & Management, Global Operations”

PROFESSIONAL EXPERIENCE

23 years of Experience in Finance, Automotive & FMCG industry Top Management-Level.

Salary Expectations – Above 10 Lakhs per Annum

- ✚ **SEPTEMBER 2016 TO DATE (5 YEARS & 1 MONTH)**
- ✚ **AIM GROUPS, ALUVA MANUFACTURE OF FMCG PRODUCTS (ALL KERALA)**
- ✚ **CHIEF EXECUTIVE OFFICER (75000 – 9 LAKHS PER ANNUM)**

✚ **Primary Responsibilities**

- Plan, forecast and execute food and beverage orders
- Process customer complaints patiently
- Plan alternative recipes for customers with special dietary needs
- Check food and beverage supplies and place orders when needed
- Track and order shipments
- Communicate and build strong relationships with vendors
- Adhere to food, health and safety standards
- Plan, hire, train, oversee and manage the members of staff
- Oversee and supervise the welcoming of customers
- Always strive towards an exceptional customer experience
- Keeping in contact with existing customers in person and by phone
- Making appointments with and meeting new customers
- Agreeing sales, prices, contracts and payments
- Meeting sales targets
- Promoting new products and any special deals
- Advising customers about delivery schedules and after-sales service

- Recording orders and sending details to the sales office
- Giving feedback on sales trends

✚ FEBRUARY 2015 TO JULY 2016 (1 YEAR & 5 MONTHS)

✚ INDEL AUTOMOTIVES - DEALER OF YAMAHA BIKE, ERNAKULAM

✚ GENERAL MANAGER (SALES, SERVICE & SPARES) (50000 – 6 LAKHS PER ANNUM)

- ❖ Sales and Service & Spares inward and outward controlling
Ads design, Marketing, Promotion, Delivery, and quality of programs, products, and services
- ❖ Human Resource Management
Effectively manages the human resources of the organization according to authorized personnel policies and procedures that fully conform to current laws and regulations
- ❖ Financial, Tax, Risk, and Facilities Management
Recommends yearly budget for Board approval and prudently manages organization's resources within those budget guidelines according to current laws and regulations
- ❖ Community and Public Relations
Assures the organization and its mission, programs, products, and services are consistently presented in a strong, positive image to relevant stakeholders
- ❖ Fundraising (nonprofit-specific)
Fundraising planning and implementation, including identifying resource requirements, researching funding sources, establishing strategies to approach funders, submitting proposals, and administrating fundraising records and documentation

✚ NOVEMBER 2011 TO JANUARY 2015 (4 YEARS & 2 MONTHS)

✚ ASIAN MOTORS - AMW HEAVY COMMERCIAL VEHICLE (ALL KERALA)

✚ GENERAL MANAGER (45000 – 5.40 LAKHS PER ANNUM)

- ❖ In our team strength
 - Sales (3 Regional Manager + 9 Sales Manager + 25 Sales Executive + 10 Back office)
 - Service (3Service Managers + 33 Service Team + 5 Back office)
- ❖ District wise generating Commission agent, Broker, Corporate teams Able to develop organization business plan and departmental objectives.
- ❖ Ensure all organization targets are achieved as per plan.
- ❖ Should be able to look at operations from a macro perspective.
- ❖ Able to guide his Managers and provide them with proper directions.
- ❖ Able to review various reports and take necessary corrective actions.
- ❖ Good contacts in the industry and business

✚ FEBRUARY 2008 TO NOVEMBER 2011- (2 YEARS & 10 MONTHS)

✚ HYSON MOTORS PVT LTD - TATA & FIAT CAR (THRISSUR & PALAKKAD)

✚ ASST SALES MANAGER(35000 - 4.20 LAKHS PER ANNUM)

- ❖ 12 Sales Executive's + 2 Finance Executive's + 1 Nano Executive
- ❖ Ensure all organization targets are achieved as per plan
- ❖ Able to review various reports and take necessary corrective actions.

- ❖ Good contacts in the industry and business
- ❖ Retail, Finance, insurance controlling (4 branches)

✚ **AUGUST 2004 TO JANUARY 2008 - (3 YEAR & 6 MONTHS)**

✚ **MAHINDRA & MAHINDRA FINANCIAL SERVICE LTD**

✚ **CUSTOMER MANAGER (30000 - 3.6)**

- ❖ Team controlling (Business, collection, repossession, legal works)
- ❖ In seeking new business in all motor vehicles Supportive dealers.
- ❖ Refinance business in supportive brokers
- ❖ Collection (Pending Dues, Cheques, Rc, Insurance)
- ❖ Repossession (Non-performing assets)
- ❖ File works (new, Refinance, Repossession)

✚ **MAY 1999 TO JULY 2004 - (5 YEARS & 2 MONTHS)**

✚ **TATA FINANCE LTD. (PALAKKAD)**

✚ **MARKETING EXECUTIVE(20000 - 2.4)**

- ❖ In seeking new business in two-wheeler Supportive dealers.
- ❖ Collection (Pending Dues, Cheques, Rc, Insurance)
- ❖ Repossession (Non-performing assets)
- ❖ File works (new, Refinance, Repossession)
- ❖ Controlling at Thrissur office

✚ **APRIL 1998 TO MAY 1999, - (1 YEAR & 2 MONTHS)**

✚ **AMBAL COMPUTER CENTER (PALAKKAD)**

✚ **DATA ENTRY OPERATOR(PER DATA 25 PAISE)**

Entry Govt. land Survey report Computerized

Professional Skills

Hard Skills

Business Strategy
 Business Development
 Partnership Development
 Organizational Restructuring
 High-Level Negotiation
 Risk Management
 Market Planning
 Sales Forecasting
 Budgeting
 Media and Public Relations

Soft Skills

Leadership
 Interpersonal Skills
 Communication
 Active Listening
 Creative Thinking Skills
 Problem Solving
 Critical Thinking
 Persuasion
 Vision
 Organization

Computer Skills

Analytics, Social media, Graphic design, Microsoft Office, Spreadsheets, Data visualization
 Tally, Email communication, Marketing automation, Hardware & Software checkup

Language Skills

Listening : Malayalam, English, Hindi, Tamil
Speaking : Malayalam, English, Hindi, Tamil
Reading : Malayalam, English, Hindi,
Writing : Malayalam, English, Hindi,

Educational Qualification

- ✚ EMBA (HRM), Allahabad University (Doing – Pending)
- ✚ Bachelor of Commerce, The Open Global University, 2013
- ✚ DTP (Design Woks), Ambal Computer, 2001
- ✚ HC (Hardware in Computer), Govt. Polytechnic, 2000
- ✚ HDSE (Software in Computer), Aptech Computer, 2000
- ✚ PDC (Co-Operation), Calicut University, 1997
- ✚ SSLC (General), Higher Secondary School, 1995

Personal Information

- ◆ Father Name : Joseph S.V (Ret. Teacher)
- ◆ Mother name : Mary .P.S (Ret. Teacher)
- ◆ Wife name : Smitha Shyju (Teacher)
- ◆ Daughter : Shreya Shyju (Ninety Std)
- ◆ Son : Aaron Shyju (Second Std)
- ◆ Sex & Marital Status : Male & Married
- ◆ Age & DOB : 41 years, 08th February 1980
- ◆ Nationality / Citizen : Indian
- ◆ Passport No. : V1848260
- ◆ Relocate : Willingness both Domestic and International

References

- | | |
|---|---|
| (1) Mr. Vinod
General Manager
Hyson Motors, Ernakulum
Mobile: +919567695659 | (2) Mr. Binoj
Sales Manager
Marakkar Motors, Thrissur
Mobile: +918943357464 |
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Online Link

<https://jkchalakudy.wixsite.com/website>