

BIJU NAIR

Sindooram, Pullikkanaku.p.o, Kayankulam, Alappuzha, Kerala -690537

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Sales manager

Strategic sales planning . Relationship Management . Market Expansion

Dynamic result driven sales strategic with 30 + Year of experience achievement and demonstrated successes driving growth while providing visionary sales leadership in highly competitive markets. Solid track record securing key clients and increasing product distribution to grow market share. Tenacious in building new business, securing customer loyalty and forging strong relationship with external business partners. Exceptional mentor and coach; combine business acumen with innate leadership abilities to recruit, build and retain top performing sales team.

Key strengths and competencies:

- High impact sales presentation
- Territory growth management
- New product launch
- Strategic market positioning
- Recruiting and staffing initiatives
- Staff development programs
- Team Leadership coaching and mentoring
- Needs assessment and product education

PROFESSIONAL EXPERIENCE

Bhima gold & Diamond Trivandrum.

HR Manager----- Jan 2022 till date (Only for 3 showrooms..Adoor,Pathanamthitta and Nagercoil)

Advertising for vacancies, Conduct interview and on boarding of the new staff.

Coordinate their PF and ESIC details with the accounts department.

Staff training....on job training,....motivational training.

Conduct regular assessment of staff performance.

Salaries uploading in Kerala web portal salaries after clearing from the management through accounts.

For only three of their showrooms (Adoor,Patahanamthitta and Nagercoil)

Time kids Preschool Pvt Ltd

T.I.M.E. Kids is an initiative of T.I.M.E. which is the national leader in the test preparation area. Keeping with the tradition of excellence at the roots, T.I.M.E. Kids has 350+ centres across 13 States. T.I.M.E. Kids progresses one pre-school at a time, to be the best pre-school brand in India. It caters to the age group of one-and-a-half to four-and-a-half-year-old children, modelling their growing minds to temples of excellence.

Franchise of kids Pre-school in Mavelikara (Allapy Dist).(April 2015 to March 2020)

Had 45 kids from play group, Nursery L.K.G to U.K.G had to wind the business due to covid.

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**Asstnt.Manager (Bhima Boutique)
August '2013' – Jan'2015'
Bhima Jewelry (Trivandrum)**

Bhima jewelers is an Ninety eight year old establishment in the Jewelry industry Bhima Boutique is the first jewelry boutique in Kerala.

Underwent training from SGL regarding diamonds and sales oriented training from GIA. Handling walk ins, and other promotional activities.

- 1.Conducting motivation and personality development secessions for staff.
 - 2.soft skills development programs for staffs.
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Sales Manager
March 2012- March - 2013
Qualitronix Madras Pvt Ltd (Hyderabad)

Qualitronics (Madras) Private Limited established in 1979 is engaged in Manufacturing/Dealing with Safety and Security related products with good financial background in Tamilnadu, India having our foothold in Banking Sectors since 30 years with our branch offices spread all over India.

Sales promotion of safety and security related products namely Fire alarm, Burglar alarm, Access control, nurse calling system, CCTV, Turnstile doors etc.

Handling 80% of the nationalised banks as we are the empaneled vendors for all the nationalised banks. Liaison with the chief security officers, zonal heads and fire and safety officers with regard to existing installations, new orders and payments.

Cinerama private limited, Yeshwantpur, Bangalore.

Branch Manager Chennai and Hyderabad..... (2000 to 2003 and 2009 to 2011)

Cinebels a 10-year-old company distributor for Hi end international Audio Brands for Home theatre. Started 10 year back with a staff size of ten now a team of over 100.

Direct sales and business development functions, including new product rollouts, key accounts management, customer relationship developments contract negotiations and order fulfillment. conduct cross functional team training, coaching and mentoring. Lead the sales manager and business associates to design implement and adjust various sales plan programs for Home theatre products.

Selected achievements

Best company award from Danish Embassy

Consistently develop strong sustainable relationships with VAR partners and associates.

Developed Chennai market and Hyderabad Market.

HSBC Data processing India pvt.ltd. Hyderabad – India
2003 to 2005

Customer service executive

HSBC data processing is a contact center for all U.K HSBC bank customers. Working for Telephone Banking, Outbound and Inbound, sales. A U.K process.

Addressing the banking requirements of U.K Customers including international transfers.

Maintaining the security requirements of the bank on every call.

Utilizing the call coaching, Training & Development slots aptly.

Suhail & Saud Bahwan Muscat (Sultanate of Oman)

Sales manager (1996 to 1998)

Sales Executive (1994 to 1996)

Suhail and Saud Bahwan is one of the largest trading and business house in the middle east. I represented the electronic and home appliance department.

Built and developed direct showroom sales develop new sales programs for dealer sales and institutional sales. Facilitated sales training for dealer representatives.

Selected Achievements

Appointed first ever large number of sundry parties for institutional sales.

Successive growth in sales of assigned showroom sales

Rapidly promoted to sales manager from sales executive after earning recognition as top sales producer.

Power Control & Appliances Limited Chennai

Marketing executive (1990 to 1994)

A largest company manufacturing sumeet brand Mixers and appliances. Actively participated in new product launch of Asia Kitchen machine.

- Selling of Sumeet Branded Mixer Grinders.
 - Handling Chennai and Rajasthan Market (Institutional and dealer sales).
 - Experience in managing a well-coordinated dealer and whole sale market.
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Education and Credentials

- Graduation (Bachelor of Arts in Economics and Marketing) University of Madras 1990.

Professional Development

- M S Office from Aptech.
 - Various sales trainings conducted at work place.
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PERSONAL PROFILE

Fathers Name : Capt.K.R.K.Nair (Late)

Name : Biju Nair

Date of Birth : 06-05-1970

Marital Status : Married

Gender : Male

Languages Speak: Hindi, Tamil, Malayalam and English.

Strengths : My experiences, Soft spoken, Determination and Punctuality.

Declaration : I hereby declare that the above details furnished by me are true.

Present Address: Sindooram, Pullikkanaku.p.o, Kayankulam, Alappuzha, Kerala -690537

Date :

Place :

Signature: