



ARUN JAYAPRAKASH

TEAM LEADER SALES
(INTERNATIONAL SALES)

+971 502943726
arun_mba007@yahoo.com
Dubai, UAE

• Profile

Passionate, Insightful Sales Leader with 12+ years of Experience in Telecom & IT Industry. Strong analytical / problem solving skills integrated with business acumen, Extensive experience in Business Development, Customer Service, and Strategic Planning. Solid understanding of Sales & Marketing.

• Education

- MBA in Marketing from KSR College of Technology (Under Anna University, Tiruchengode, Tamil Nadu 2006)
- B.Com. (Calicut University 2003)
- Pre – Degree (Calicut University - 2000)

• Achievements

Have been consistently closing major accounts like:

- Qatar National bank In Qatar.
- Doha Bank Qatar.
- National Bank Of Kuwait.
- Central bank Of Kuwait.
- Central Bank Of Lebanon.
- Arab national bank KSA.
- Burgan Bank Kuwait.
- KFH bank Kuwait.
- Ahli United Bank Kuwait.
- Gulf Bank Kuwait.

• Core competencies

- Extensive Key account management experience
- Excellent record in maximizing business value through comparable service solution
- Experience in charting out business development strategies and advising on products with key focus on enhancing business volumes and growth as well as achieving revenue and top-line profitability
- Ability to provide overall leadership and gain detailed understanding of the company, its markets, customers, competitors, products, opportunities and threats
- Exceptional negotiation and leadership abilities
- Outstanding written and oral communication skills

• Organisational experience

Since August '2016 to till date: Zajil International Telecom Company, Kuwait

Designation: **Team Leader Sales (International Sales)**
Countries Handling: **UAE, Kuwait, Qatar, Bahrain, Lebanon, Saudi Arabia.**

Roles:

- Responsible for managing a portfolio of key accounts, and for delivering client-focused solutions based on customer needs. Also, in charge of maintaining a strong sales pipeline through effective relationship building, account management and lead generation.
- Rapidly establishing a good working relationship with customers and other professionals
- Ensuring Thomson Reuters financial service are delivered to the customer without any fail or delay.
- Creating an inspiring team environment with an open communication culture Setting clear team goals
- Make propositions, give suggestions and designate sales target and job obligations to each Sales staff.
- Consulting with Banks and other financial institutions regarding the MPLS connectivity requirement.
- Strategizing & Implementing for tie-ups with banks and financial Institutions based on the solution proposed.

• Academic Projects

Title: A Study Conducted For The Remarketing Of HMT Watches
Description: A project in GODREJ AND BOYCE MFG CO LTD BANGALORE.

• Seminars Attended

- 'MAVERICK 2004' Management Students Meet at KSR College of Technology.
- National Seminar on 'GLOBAL MARKET - CHALLENGES AND OPPORTUNITIES' in KSR College of Technology in 2005.
- Seminar on CUSTOMER RELATIONSHIP MANAGEMENT held in KSR College of Technology in 2005.
- Two days program on 'NEW AGE MANAGER' (4th MMA Students Convention) at Ethiraj College, Chennai.
- Attended one day seminar on 'SHAPING YOUNG MINDS' in P.S.G College of Technology in 2005 conducted by Coimbatore Management Association

• Area of expertise

- Account Management
- Client Servicing
- Sales Operations
- Client Relationships
- Leadership
- Business development and planning

• Personal details

Date of Birth : **May 18, 1982**

Language Known: **English,**
Malayalam,
Hindi, Tamil

Status : **Married**

Nationality : **Indian**

Permanent Address:

Kunnathully House, Muruga
Nagar , Poonkunnam Post,
Thrissur Dt. Kerala. -680002

March 2011 to July 2016 : Data Capture Systems Kuwait
Designation: **Business Development Manager**
(IT Solutions/Hardware)

Roles:

- Organize all sales operations and allocate responsibilities to personnel
- Supervise and guide sales staff towards maximum performance
- Maintains operations by initiating, coordinating, and enforcing program, operational, and personnel policies and procedures.
- Achieves financial objectives by preparing an annual budget; scheduling expenditures; analysing variances; initiating corrective actions.
- Contributes to team effort by accomplishing related results as needed.
- Handling the Sales of mobile, computers, Printers / scanners, Barcode solutions, RFID software solutions for Motorola, Honeywell, Zebra
- Wide knowledge on Retail solutions management. Accomplishes marketing and sales objectives by planning, developing, field sales action plans resulting in constantly meet or exceed all corporate sales objectives.

December 2007 to Jan 2010: Reliance Communications - India

Designation: **Channel Sales Manager**

Roles:

- Identify, recruit and on-board new channel partners within assigned territory.
- Manage sales activities of partners to generate revenue.
- Interact and work with management/ employees to promote teamwork.
- Design and implement effective customer sales programs to generate unique customer sales.
- Responsible for determining, monitoring and achieving performance KPI's for each of the abovementioned operational functions of the company and doing the changes if needed
- Providing a high level of customer service and handling the customer's account.

• Trainings

Undergone 45 days training in STEEL AND INDUSTRIAL FORGING LIMITED KERALA.

Declaration:

I hereby declared that above furnished details are true to the best of my knowledge and belief.

Arun Jayaprakaash