



# E PHINTO WILSON

## SALES SUPERVISOR

Albahri Complex, Building No F21,  
Alquoz 2, Dubai, UAE, DUBAI, United  
Arab Emirates

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phintowilson@gmail.com

### ABOUT ME

I am eager to engage in a technically stimulating and professionally rewarding role where I can be a valuable asset to the organization. My drive is to contribute to an environment that not only challenges my technical skills but also offers opportunities for professional satisfaction and growth.

### SKILLS

SALES MANAGEMENT

MARKETING MANAGEMENT

LEADERSHIP MANAGEMENT

STRATEGIC PLANNING

CUSTOMER SERVICE

BUSINESS INTELLIGENCE

MARKET RESEARCH

SEO

DIGITAL MARKETING

MICROSOFT EXCEL

### LANGUAGES

ENGLISH

HINDI

MALAYALAM

TELUGU

TAMIL

### WORK EXPERIENCE

HUNDRED MEDIA,  
ALQUOZ 4, DUBAI  
Jun 2024 - Present

#### Sales Supervisor

- Successfully acquired new clients through strategic cold calling and email campaigns.
- Excelled in face-to-face meetings, effectively converting prospects into loyal customers.
- Demonstrated expertise in direct sales, consistently meeting and exceeding sales targets.
- Delivered exceptional customer service, fostering strong client relationships.
- Skilled in identifying customer needs and providing tailored solutions that exceed expectations.
- Monitored team performance, providing coaching and feedback to enhance sales techniques and productivity.

ALKEM  
LABORATORIES LTD  
Cochin  
Jan 2019 - Apr 2024

#### Sales Manager

- Spearhead sales operations across South Kerala as a dynamic Team Leader.
- Drive team performance to meet and exceed sales targets and incentives.
- Supervise the execution of strategic sales plans.
- Leverage market research data to inform sales tactics.
- Proactively develop and plan sales strategies for the upcoming fiscal year.

ZYDUS CADILA  
HEALTHCARE LTD  
Cochin  
Jan 2017 - Mar 2019

#### Manager Sales

- Spearheaded customer awareness initiatives to boost brand visibility.
- Executed targeted marketing strategies to drive sales growth.
- Conducted comprehensive market research to inform business decisions.
- Analyzed feedback on marketing campaigns and product launches to refine approaches.
- Utilized CRM systems to track sales metrics and customer interactions for reporting and optimization.
- Identified and attended industry events and conferences to network and promote the company.

EXTRA-CURRICULAR ACTIVITIES

COORDINATOR  
JESUIT HIGHER  
EDUCATION ASSOCIATION  
SOUTH ASIAN ASSISTANCY  
(JHEASA), LOYOLA  
COLLEGE, CHENNAI

Chennai /  
JAN 2012 - DEC 2012

Three day INTER NATIONAL  
seminar organized by Jesuit  
Higher Education Association  
South Asian Assistancy  
(JHEASA), Loyola college,  
Chennai

INTERNSHIP  
MADRAS UNIVERSITY

JAN 2013 - DEC 2013

Developing Edible Mushroom  
through Tissue Culture

PERSONAL DETAILS

Date of birth

14 Aug 1988

Nationality

India

Visa status

Visa validity NOVEMBER 2026

DRIVING LICENSE UAE

4920178 (expiry 15/4/2027)

CIPLA LTD.  
Trivandrum  
Jan 2015 - Mar 2017

Business Manager Sales

- Executed strategic marketing initiatives to drive product positioning and market penetration.
- Conducted comprehensive market research to inform new product development.
- Provided insightful marketing and sales analytics to guide management decision-making.
- Monitored sales metrics and reported results to senior management regularly.
- Identified opportunities for new business development through networking and industry events.

DR. REDDY'S  
LABORATORIES  
Chennai  
Jan 2013 - Mar 2015

Executive

- Execute firm's Marketing Strategy with precision at a local level.
- Conduct regular inventory assessments in hospital pharmacies.
- Spearhead the introduction of new product launches.
- Development and execution of marketing strategies to increase brand awareness and market share.
- Development and execution of marketing strategies to increase brand awareness and market share.

EDUCATION

NIBM COLLEGE,  
HLACT  
Trivandrum  
2022

MBA

- Marketing management

LOYOLA COLLEGE,  
CHENNAI  
2013

B.Sc.

- Plant Biology and Biotechnology.
- Performance: 89% (Distinction)