

LUNA

SUMMARY

Experienced professional specializing in business development, construction management, field supervision, real estate & FMCG business operations. Skilled in team leadership, supplier coordination, technology implementation, and financial analysis. Proven in business expansion & development. Committed to excellence, ensuring successful project outcomes and client satisfaction.

EXPERIENCE

Business Development Executive, 04/2017 - 07/2024
LSK DEVELOPERS - THIRUVANANTHAPURAM

- Drove revenue growth by identifying new market opportunities and successfully securing high-value contracts and tenders.
- Developed and executed strategic business plans, aligning company goals with market trends and client needs to ensure profitability.
- Built and maintained strong client relationships, resulting in improved customer retention and expanded client base.
- Led cross-functional teams in sales, marketing, and operations to ensure seamless project execution and business development.
- Negotiated contracts that optimized terms for both the company and clients, contributing to long-term business success.

Operations Head, 04/2022 - 06/2024
KM FOOD PRODUCTS - THIRUVANANTHAPURAM

- Led company operations, overseeing production, distribution, and marketing to ensure efficient and high-quality output.
- Drove strategic business growth, expanding market presence and profitability through targeted business development initiatives.
- Managed cross-functional teams, fostering innovation in product development and process improvement.
- Implemented sustainable practices, significantly reducing waste and optimizing energy consumption.
- Enhanced operational efficiency by 30% through the integration of advanced technologies and process automation.

PUBLIC WORKS DEPARTMENT (PWD) CONTRACTOR, 09/2014 - 03/2022
KERALA GOVERNMENT

- Managed road construction projects, ensuring completion within timelines, budgets, and regulatory standards.
- Supervised on-site activities, coordinating with government officials, engineers, and subcontractors to maintain safety and operational efficiency.
- Handled procurement and supplier coordination, ensuring timely delivery of high-quality materials and equipment.
- Prepared competitive tenders, securing new projects and driving business growth.
- Negotiated contracts and reallocated resources, reducing costs and optimizing asset performance across projects.

ACCOMPLISHMENTS

- **Successfully Managed 100+ Government Projects:** Led road construction and civil engineering projects for the Kerala Government under the Local Self



CONTACT

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SKILLS

- Team Leadership & Coordination
- Project & Workflow Management
- Client Relations & Customer Service
- Inventory & Supply Chain Management
- Document Control & Reporting
- CRM Management & Data Entry
- Sales Support & Marketing
- Vendor & Supplier Coordination
- Time Management & Prioritization
- Problem Solving & Decision Making
- Strong Communication Skills
- Advanced MS Office Suite (Word, Excel, PowerPoint)

CERTIFICATIONS

- Certified Kerala Government Contractor
- Member Of All Kerala Builders Association
- Member Of All Kerala Contractors Association

EDUCATION

- Bachelor's Degree
- *Business development training from Life Line under Dr. PP vijayan*

LANGUAGES

English: C2

- Government Department (LSGD) and Public Works Department (PWD), consistently completing projects on time and within budget.
- **Increased Operational Efficiency by 30%:** Implemented advanced technologies and streamlined workflows at KM Foods, resulting in a 30% improvement in operational efficiency through automation and optimized production processes.
 - **Expanded Market Presence and Boosted Revenue:** Drove strategic business development initiatives at KM Foods, significantly increasing market presence and profitability through partnerships with distributors, suppliers, and retail chains.
 - **Secured High-Value Contracts and Tenders:** Prepared and won competitive tenders for LSK Developers, securing high-value civil and real estate projects that contributed to the company's expansion and business growth.
 - **Reduced Operational Costs by 20%:** Negotiated favorable terms with suppliers and optimized procurement strategies at KM Foods, leading to a 20% reduction in operational costs while maintaining high product quality.
 - **Achieved High Client Satisfaction and Property Value Growth:** Enhanced property values through cost-effective maintenance strategies and real estate management, delivering high client satisfaction in property purchases and land development for LSK Developers.

HOBBIES AND INTERESTS

- Reading
- Travelling
- Learning new technologies to get updated in modern era

Proficient

Malayalam:

C2

Proficient

Hindi:

C1

Advanced

PERSONAL DETAILS

DOB: 17 SEP 1991
Marital Status: Married