



MILDO M J

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PROFESSIONAL SUMMARY

Seeking a challenging position that gives me an opportunity to prove my creativity and combine my skills and talents with my immense desire for knowledge and experience, and thereby to equip myself as good competitor by utilizing the resource to the full extend and become an asset to the organization. Knowledgeable with experience in client management, sales strategy development and sales pitch presentations. Honest, confident and friendly communicator. Keeps up-to-date understanding of key markets, developing new strategies to capitalize on emerging customer trends.

WORK HISTORY

BUSINESS DEVELOPMENT EXECUTIVE, 01/2022 - Current

IMBUED GENERAL TRADING LLC, Dubai, UAE

Collaborated with sales and marketing departments to support client acquisition. Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit. Created cross-functional teams to promote consistent brand messaging, demand-generation programs and sales tools. Communicated directly with customers and partners to build strong business networks and relationships. Utilized market trends, mission priorities and customer goals to envision, shape and close new opportunities.

BUSINESS DEVELOPMENT EXECUTIVE, 05/2021 - 11/2021

MATAJAR ONLINE PORTAL .CO, Dubai, UAE

Managing and executing promotional campaigns. Ensuring good customer service by addressing and ensuring the timely resolution of customer issues or comments. Providing analysis and reporting on metrics such as weekly/monthly sales by department, new product sell- through and offer code performance.

BUSINESS DEVELOPMENT EXECUTIVE, 05/2018 - 04/2021

AI FURAT REFRESHMENTS & CARBONATED, WATER EST, Dubai, UAE

Marketing and managing the area sales. Sourcing new clients both consumer and corporate. Supervising the area sales team. Achieving the individual sales targets as well as the route monthly sales. Researched competitor behavior and adapted tactics to boost performance.

SALES EXECUTIVE, 12/2016 - 04/2018

EUROSTAR MULTIMEDIA LLC, Dubai, UAE

Sales and marketing of postpaid plans and home services from Etisalat, creating sales leads and activating the lines by visiting the clients and providing after sales support to the clients. Established and maintained positive, profitable client relationships through superb communication.

TERRITORY SALES MANAGER, 12/2013 - 10/2016

HERMES I TICKETS PVT LTD, Chennai, India

Work with and expand current prospect database within specified business sectors to generate new leads for the business. Selling Software of multi Ticketing products and schedule the after service of the existing clients. Dealing with prospective as well as existing customers, in order to analyze the financial requirements and suggest products and services, as per those requirements. Organising and chairing meetings with sales executives, Analysis their Daily Sales Report and set their monthly targets. Always maintain the sales team with highly motivated and positive sales attitude. Overseeing the recruitment of new staff, sometimes including training and induction.

SALES EXECUTIVE, 05/2011 - 11/2013

SAI SERVICE STATION, Kochi, India

Developed and presented valuable sales presentations to potential customers to highlight features and benefits of products. Negotiated and closed profitable sales contracts with new and existing customers to increase loyalty and retention. Selected correct products based on customer needs, product specifications and applicable regulations. Built relationships with customers and community to promote long term business growth.

SKILLS

- High level computer skills.
- Good Knowledge of Marketing.
- Analytical, good at problem solving.
- excellent in maintaining inter- personal relationship

EDUCATION

De Paul Computer Academy , Kerala, India, 06/2008 - 05/2011

Bachelor of Business Administration: Marketing

LANGUAGES

Malayalam: Native language

English:

B1

Intermediate

Hindi:

B1

Intermediate

Tamil:

A2

Elementary