

## MILUMON T.A



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### Permenant Address:

Thaliyakulam (H)  
P.O-Palapilly,Pulikkani  
Thrissur, Kerala  
Pin:- 680304

### Personal Data:

**Date of Birth** :21/12/1987

**Sex** : Male

**Age** :37

**Nationality** : Indian

**Marital Status:** Married

**Wife Name:** Nimisha

**Children's :** Two

### Passport Details:

**Passport No** :U5225223

**Date Of Issue** :18/03/2020

## CARRICULAM VITAE

### Career Objective

Looking for challenging career, where there is scope for growth, always on a look out for a positive & bigger outlook, thrives on imagination & passion, rigorous thinking and boundless curiosity. I am willing to give total support to the organization that I am in, with the experience and capability that I have, in order to achieve organization's goals and create mutual benefits.

### Educational Qualifications

- ⊕ Master Business Administration(MBA) in Business Operation Management Sikkim Manipal University (2015)
- ⊕ Bachelor's Degree in Philosophy : Calicut University in Kerala, India (2010)
- ⊕ Diploma in Logistics and Supply Chain Management: Leads Academy (2009)  
(NCVT Approved) in Kerala, India

### Professional Experience

#### **SAFEXPRESS PVT LTD, THRIVENDRUM & THRISSUR ( June 2021onwards)**

#### **Reason for Leaving - Financial Stability**

#### **AREA MANAGER**

- ❖ Responsible for fulfilling company vision & goals at assigned location .
- ❖ Responsible for achieving the Sales target & SLE.
- ❖ Responsible for bring the leads in the market and convert into business.
- ❖ Maintain sound relationship with customer and bring more business.
- ❖ Support retail and credit sales as well as sign the contract with new customer .
- ❖ Train the team to give best sales result in the market .
- ❖ Responsible for the inbound & outbound logistics operations .
- ❖ Responsible for customer satisfaction as well as monitor the consignment on dedicated time ( TAT ).
- ❖ Responsible for resolving the customer complaints .
- ❖ Assign new inbound & outbound ventores .
- ❖ Guide the ventores company SOP and train them to stick with company policy.
- ❖ Hire the new employees and educate the company SOP.
- ❖ Deal with Trade Union people .

**Expire Date :17/03/2030**

**Place Of Issue :Cochin**

**Visa status :**

**Visa Expiry :**

**Languages Known:**

- ⊕ English  
(speak & write)
- ⊕ Malayalam  
(speak & write)
- ⊕ Hindi  
(speak & write)

**Hobbies:**

- ⊕ Listening Spiritual songs
- ⊕ Driving
- ⊕ Drawing

- ❖ Deal with Government people E.g . GST officers etc..
- ❖ Take complete control on the branch .
- ❖ Monitor the payment transactions with account manager .
- ❖ Inventory monitoring with Operation manager .
- ❖ Find out the solution for the all problems in the area for smooth logistics operation.
- ❖ Take ownership on the location.
- ❖ Lead the branch smoothly and do good job with location and any issue is there report RM as well as CO.

**TEAM THAI ,KERALA AUG-2020 - 2021**

**Reason for Leaving -Confidential**

**Branch Manager - Thrissur & Korety**

- ❖ Purely sale oriented and bring more sales from the market.
- ❖ Responsible for the particular product sales target .
- ❖ Maintain fruitful relationships with current customers and establish good relationships with new ones.
- ❖ Responsible for new suppliers on the market .
- ❖ Manage daily operations, especially customer service and finance activates, and makes improvements as needed.
- ❖ Promote products and do promotion activities on the super markets .
- ❖ Daily visit the market and update the market competitors .
- ❖ Support BDMS and bring good sales orders from the market
- ❖ Responsible for the payment collection from the market .
- ❖ Resolve the suppliers complaint as well as customers complaint .
- ❖ Monitor financial transactions with account manger with both branch .

**GRAND BAJAJ PVT LTD, KERALA SEPTEMBER 2019 -JUNE 2020**

**Reason for Leaving :- Financial Stability**

**Branch Manager - Thrissur**

- ❖ Heading sales operations inclusive of manufacturing, customer support, component & accessories development, vendor development, product training, customer coordination, liaising with overseas principles.
- ❖ Handling sourcing, sales & market development.
- ❖ Responsible for the sales & marketing (Monitor the market level)
- ❖ Co -ordinate retailer and look for methods to improve communication via other mediums.
- ❖ Day to day responsibility for all consumers Pr, liaison with PR agency, head office PR and corporate sales teams well as other stake holders.

- ❖ Monitor executives ensure that industrial safety rules are followed in their daily activities.
- ❖ Responsible for whole sales function features associated with a particular plant department.
- ❖ Directing development of production work schedules to meet internal goals and customer expectations; Monitoring process and personal performance of scheduled work activities to remove operating impediments and achieve operating goals.

### **JOHNS HONDA TWO WHEELERS - Thrissur (2018- 2019)**

#### **Reason for Leaving - Financial stability**

##### **Branch Manager**

- ❖ Responsible for successful running of the branch .
- ❖ Responsible for Sales,Administration and HR functions.
- ❖ Responsible for Services level administration
- ❖ Customer compliant resolving.
- ❖ Responsible for monthly target achieve the branch .
- ❖ Train and educate the executives .
- ❖ Contacting sales & service campaign .
- ❖ Contacting review meeting and boost the team to fulfill the company goals .
- ❖ Sales forecasting and advance booking for the vehicle to the company.
- ❖ Monitoring of accounts department and analyse the accounts data .

### **KERA NADU OIL INDUSTRIES 2017 – 2018**

#### **Reason for leaving - Company Collapsed**

##### **Marketing Manager**

- ❖ Developing the marketing strategy for the company in line with company objectives.
- ❖ Co-ordinating marketing campaigns with sales activities.
- ❖ Overseeing the company's marketing budget.
- ❖ Find out new dealer for the supply .
- ❖ Appoint new dealer at different cities .
- ❖ Bring out good business from different dealers.
- ❖ Update the market and aware of the competitors.
- ❖ Find out new market and fulfill the company sales objectives .

## **KCM Appliances Pvt Ltd.( Implex & Onix) - 2015 -2017**

### **Reason for Leaving - Promoted and Transferred**

#### **Production Supervisor**

- ❖ Production forecasting as per the session
- ❖ Raw materials purchasing as per the sales plan.
- ❖ Supervising the employees whether they are doing correct the production.
- ❖ Daily stock taking and make the Tally the stock in the Warehouse
- ❖ Train the new employees to do work properly.
- ❖ Discuss the production plan with Factory manager.
- ❖ Finish the production as per the dedicated time.
- ❖ Rectify the complaint as per the customer request .
- ❖ Study the existing production and innovate new changes .

## **FABRICO FURNITURE TRADING, LLC, DUBAI FEBRUARY 2013 TO APRIL 2015 .**

### **Reason for Leaving - No Financial Stability**

#### **Marketing and Finance Manager -Dubai**

- ❖ Responsible for bring new leads and convert in to sales.
- ❖ Responsible for travel and study the competitors in the market at Dubai.
- ❖ Responsible for new sales .
- ❖ Payment collection and receipting
- ❖ Financial administration in the office .
- ❖ Payment follow up and collection.

## **IMPLUSE ORGANISATION, MUMBAI 2010 TO JAN 2013**

### **Reason for Leaving - No carrier growth**

#### **Sales Team Leader- Mumbai**

- ❖ Door to Door sales
- ❖ Giving Training to Team
- ❖ Build good Sales Team
- ❖ Achieve Daily Sales Target
- ❖ Hire new executives and giving training to them .

**LOGIWIZ LOGISTICS , ALUVA ,INDIA APRIL 2009 - JANUVARY 2010**

**Reason for Leaving - Degree Final Exam**

**Warehouse Executive**

- ❖ Daily inventory checking and make the stock make tally.
- ❖ Load the consignment correctly on the delivery vehicle .
- ❖ Inventory checking at warehouse and make the stock make tally.
- ❖ Daily submitting the stock report .
- ❖ Unload the inbound consignment correctly .

I hereby declare that all the information mentioned above is true to the best of my knowledge

Place: Yours Sincerely,

Date :(MILUMON T.A)