

# Nithin Roshen George

Marketing & Sales, Administration  
Sharjah, United Arab Emirates, nithinroshen@gmail.com  
+971 509693691

<https://www.linkedin.com/in/nithin-roshen-george-855904196/>

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## Summary

Results-driven professional with over 5 years of experience in marketing, sales, and technical operations, complemented by an MBA in Marketing and a bachelor's degree in Bio-medical Engineering. Adept at implementing actionable strategies, analysing data to inform decisions, and enhancing operational efficiency. Proficient in full-stack development (C/C++, JavaScript, Python, Django) and skilled in building collaborative team environments to achieve business goals. Committed to delivering innovative solutions and measurable outcomes in marketing, technical sales, and operational roles.

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## Skills

- Sales & Marketing: Strategic Planning | Customer Engagement | Market Research | Revenue Optimization
  - Technical Operations: Equipment Installation | Troubleshooting | Full-Stack Development | Technical Solutions
  - Leadership & Management: Team Development | Financial Oversight | Performance Optimization | Workflow Improvement
  - Tools & Software: Microsoft Office Suite | SAP | CRM Systems | Data Analytics
  - Programming Languages: C/C++, JavaScript, Python
  - Frameworks: Django
  - Software Tools: SAP, Microsoft Excel, CRM Platforms
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## Career history

### Assistant Manager at O.K.R GROUP

Jan 2020 - Dec 2023 (4 years) in Ireland

- Hold accountability for all restaurant P&L management aspects, including cost control, forecasting, and budget administration, to ensure optimal asset distribution and drive overall fiscal health.

- Define, re-prioritise, and synchronise marketing strategies with long-term objectives to promote operational, cultural, and financial transformation.
- Conduct comprehensive financial reporting to gain data-driven insight, influence critical business decisions and positively shape sales activity to increase bottom-line profitability.
- Manage inventory, coordinate resources, expedite workflow through a cross-functional team of staff, monitor onsite facilitates/equipment and ensure compliance with all cash control and security requirements.
- Collaborate with the senior management team to identify/recruit high-potential staff and perform onboarding to generate internal careers paths, support competency building and facilitate career progression.
- Build a culture of continuous improvement, direct 1:1 reviews/counselling sessions, instil positive values, resolve conflicts/policy deviations, and create schedules to boost organisational agility and maximise productivity.

#### **Technical Sales Engineer at SERWELL MEDI EQUIPMENT**

Apr 2017 - Apr 2018 (1 year 1 month) in India

- Collaborate as part of a cross-functional team to distribute ENT medical equipment to hospitals and clinics, and complete regular equipment inspection, maintenance, installation, and assembly.
- Provide periodic reports to the Head of the Organisation and consult with hospital. Doctors: maintain open communication channels to uphold transparency and remain accountable for any issues or queries.
- Maintain strict adherence to all health and safety regulatory frameworks and parameters to alleviate potential risk proponents and sustain complete occupational health and welfare.

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#### **Education**

##### **MBA from DUBLIN BUSINESS SCHOOL**

Finished 2019

##### **Bachelor of Technology in Biomedical Engineering from Noorul Islam University**

Finished 2017

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#### **Licences & certifications**

##### **SERV Safe Certificate**

Issued by Serv Safe International

Jul 2022 – Jul 2027