

SRIJITH S KUMAR

BUSINESS DEVELOPMENT MANAGER

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PROFESSIONAL SUMMARY

Results-driven Business Development Manager with 5+ years of experience in sales, market expansion, inventory management, and team leadership within the steel and construction materials industry. Proven track record of boosting revenue, optimizing sales operations, and enhancing client satisfaction. Skilled in financial analysis and strategic planning with a background in auditing for high-profile clients.

CORE COMPETENCIES

- Strategic Sales Planning
- B2B & B2C Market Expansion
- Inventory & Logistics Management
- Team Leadership & Performance Monitoring
- Financial Auditing & Reporting
- Client Relationship Management
- Payment Recovery & Dealer Onboarding
- Lead Generation & Conversion

PROFESSIONAL EXPERIENCE

Business Development Manager

Ramesh Iron & Steel Company India Pvt. Ltd., Ernakulam

Apr 2023 – Present

- Lead market expansion and sales growth across key territories.
- Oversaw Accounts Receivable and ensured timely collections.
- Managed inventory levels, warehouse operations, and logistics.
- Prepared and executed monthly sales & collection strategies.
- Assigned KPIs and targets to sales officers and managers.
- Conducted performance evaluations and presented reports to senior leadership.

Sales Manager – South Kerala

Prabhu Steels (Authorized Distributor of Tata Steels), Ernakulam

Feb 2021 – Mar 2023

- Directed sales operations for Tata Structura GI Tubes, Durashine & Infinia Roofing Sheets.
- Led a 12-member sales team, boosting productivity by 20% through workflow enhancements.
- Launched regional marketing initiatives, increasing brand visibility by 40%.

- Streamlined stock control and delivery coordination to optimize customer satisfaction

Inventory Auditor & Financial Analyst

Emblaze Taxation & Consultancy, Ernakulam

Mar 2020 – Feb 2021

- Performed comprehensive inventory and financial audits for clients like Nestle India and SS Hyundai.
- Delivered data-driven insights to reduce inefficiencies and improve reporting accuracy.
- Ensured audit precision across retail outlets and warehouse operations.

EDUCATION

Diploma in Indian & Foreign Accounting

Keltron Knowledge Center, Mallappally | 2021

Bachelor of Commerce (Finance & Taxation)

Mahatma Gandhi University, Kottayam | 2019

Senior Secondary (10+2), Commerce Stream

New Indian Model School, Sharjah | 2016

SKILLS

- High level of attention to details and accuracy in financial reporting.
- Good communication and negotiation skills
- ERP systems and advanced Excel
- Capacity to handle high volumes
- Effective Communication
- Critical Thinking

LANGUAGES

- **English** – Full Professional Proficiency
- **Malayalam** – Native
- **Hindi** – Professional Working Proficiency
- **Tamil** – Limited Working Proficiency

INTERESTS

Travel, Music, Emerging Tech, Basketball, Automobiles