

CURRICULUM VITA

PRAJITH P. G.

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Near G.L.P. School
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CAREER OBJECTIVE :

To pursue a challenging and rewarding career where I can leverage my knowledge in management, and where I will get enough opportunities to utilize my knowledge and experience.

STRENGTHS :

- ◆ Good interpersonal and communication skills
- ◆ Sincere, hardworking and commitment to excel in the testing field.
- ◆ Willingness to utilize the abilities developed through experience and education with the intent to grow professionally.
- ◆ Ability to convince and handle people
- ◆ Good analytical skill with problem solving capabilities, sense of responsibility, creative and soft-spoken.
- ◆ Good leadership skills and ability to motivate self and the whole team
- ◆ Willingness to travel.
- ◆ Positive thinking and ability to implement innovative ideas
- ◆ Willingness to learn and acquire new strategies
- ◆ Motivate self and others

ACADEMIC CAREER :

Discipline	Centre / University	Year
B.Com.	M G University	2003
Plus Two	Board of Higher secondary Kerala	2001
S.S.L.C	Board of secondary school Kerala	1998

PROFESSIONAL CAREER :

Designation	Organization	Duration
Marketing Manager	Global Ispaat Pvt. Ltd.	2018-2023
Marketing Manager	Agni Steel Pvt. Ltd.	2013-2018
Area Sales Manager	Thai Impex Pvt. Ltd.	2009-2013
Sales executive	Future India trading Company	2004-2009

PROFESSIONAL EXPERIENCE :

Employer : **GLOBAL ISPAAT PVT. LTD. (MAGNA TMT)**
Designation : Marketing Manager (Kerala, Tamilnadu)

Key responsibilities :

- Marketing Development
- New counter appointing
- Material display and promotion

Employer : **AGNI STEEL PVT LTD**

Designation : Marketing Manager (North Kerala)

Key Responsibilities :

- Area Mapping.
- Develop the particular area, which was assigned.
- Preparation of Targets
- Stock allocation to Branches
- Market Analysis
- Preparation of a Marketing Plan and Strategies on a monthly / quarterly basis.
- Preparation of Monthly / Quarterly basis reports.
- Achieve the Branch-wise targets.
- Motivating all colleagues of three districts.

Employer : **THAI IMPEX PVT. LTD.**

Designation : Area sales Manager (South Kerala)

Key Responsibilities :

- Area Mapping.
- Develop the particular area, which was assigned.
- Creating good dealer for life.
- Creating good relationship with dealers / customers.
- Preparation of a marketing plan and strategies on a monthly basis.
- Achieve the team sales targets.
- Manage 4 executive personnel.
- Customer service
- Recruiting Sales Officers for the company.
- Selection, training and development of executives.
- Identify and categorizing Dealers.
- Motivating all colleagues.

Employer : **FUTURE INDIA TRADING COMPANY**

Designation : Sales Executive

Key Responsibilities :

- Area mapping.
- Develop the particular area which was assigned.
- Creating good delar for life.
- Creating good relationship with dealers.

- Preparation of a Marketing plan and strategies on a monthly basis.
- Achieve the sales target.

INTERESTED AREAS :

- Marketing & Sales
- Business Development
- Relationship Management

COMPUTER SKILLS :

- MS Office
- Internet & E-mail

PERSONAL DATA :

Name of Father : P. P. Gopalakrishnan
Date of Birth : 18/02/1983
Age : 40 years
Marital Status : Married
Gender : Male
Nationality : Indian
Religion & Cast : Hindu, Nair
Languages Known: Malayalam, English & Tamil

HOBBIES :

Travelling
Listening music

DECLARATION :

I hereby declare that all the information furnished in the above statements is true according to best of my knowledge and belief.

PRAJITH P. G

Place : CALICUT

Date :