# RESUME

**Jayan Mathews**

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**Objective:**

To invest a commitment of energy, team work and creativity in a long-term relationship with a company by effectively utilizing my knowledge and experience.

**Academic Qualifications:**

**P.G Diploma Import Export Management:**  ICFAI University, Indore.

**Graduation in Commerce (B.Com)**: IPS Academy,Indore.

**Intermediate:** Christian Eminent H.S.School ,Indore.

**SSC:** Christian Eminent H.S.School ,Indore.

Diploma Course in Computer Application & Management.

Certificate in Computing (C.I.C) from IGNOU

**Experience Summary:**

More than 15 years of experience in Sales and Marketing specialized in (Dealer/Distribution/Channel sales Management) Tyres (Auto Ancillary Products)

**TYRES** – Apollo Tyres Ltd, JK Tyres& Industries Ltd, Apollo International Ltd

**Automobile**- Vijay Kiran & Company, ES Infraserve Pvt Ltd

### Professional Experience:

**Organization: APOLLO INTERNATIONAL LTD**

**Designation: REGIONAL SALES MANAGER- OHT (SOUTHERN INDIA & AFRICA(CONGO))**

**Duration: NOV 2016**

**Job profile:**

* Handling Sales & Marketing of Tyres division.
* Dealing with direct customers like NGO`s, corporates and other small dealers in tyres)
* Customer meet and end user training for products and services
* Participating in Pre- qualification bids and contract works and engaging the legal teams and other marketing departments to ensure the process is done.
* Follow up on new client enrollment and ensuring the client is supplied with the requirements and following up with the team.
* Customer participation in schemes provided by the company and also ensuring the deliveries.

**Organization: JK TYRES & INDUSTRIES LTD**

**Designation: SR.MANAGER -OTR (SOUTH & WEST)**

**Duration: NOV 2014 –NOV 2016**

**Job profile:**

* Managing sales of Entire through Area wise dealers and franchisees assigned through the respective sales officers and help them in achieving their targets and secondary sales.
* Territory wise demarcation for sales officer wise to focus on micro level markets and ensure the market share is increased gradually.
* Collecting outstanding, increasing the deposit levels of the current dealer network on case to case basis.
* Following up with Fleet accounts and institutional accounts for new orders and ensuring the timely collections of outstanding from the customer and institutional sales.
* Appointing OE dealers and OE franchisees to push the products pertaining to OE fitment as well as company policies.
* Timely briefing of Schemes and policies to the Sales and Services Teams and following it up with the dealers and C&Fs for end to end understanding of the schemes.
* Stocks rolling sales plan indenting through SAP for the month for the entire Area office and following it up with logistics and Factory team keeping in loop with the product managers and the depot Incharge for timely availability of stocks.
* Ensuring Maximum participation of dealers for schemes, foreign schemes involving the dealers in participating the schemes and slabs to qualify the discounts for the maximum benefits.
* Ensuring the sales officers and service engineers to achieve their maximum KRA`s as per the HO norms by dividing the targets weekly basis and monthly basis based on the potential.
* Participating in the Government tenders, follow up government orders and their payments.
* To update the HO with latest market trends pertaining to the tyre industry and automotive industry with latest developments and informing the competitor`s activities happening in the area.

**Organization: APOLLO TYRES LTD**

**Designation: ASSOCIATE MANAGER -OTR (SOUTH)**

**Duration: DEC 2010 –NOV 2014**

**Job profile:**

* Managing primary sales, secondary sales activities and services of the assigned territory through proper dealer management and sales officers of the respective territories.
* Appointing of New dealers in unrepresented areas and franchisee developments.
* Maintaining large fleet accounts and regular follow-ups on fleets accounts.
* Looking after the sales & services of entire Southern dealers.
* Developing and upgrading the exclusive dealers into Franchisees (T&S).
* Branding and new product positioning in the retail outlets and franchisees for effective marketing and promotion of the product.
* Reporting of the latest competitor activities, pricing policies, distribution of the products and information about their schemes and launch of their products and with their discount structure.

Participating in govt.tenders.

* Stock indents of the products area wise and distributor wise and requirements and distribution of the stocks to godowns and indenting the allocations for the depots.
* Upgrading of the latest market prices and market conditions through respective sales officers assigned to their territories. And maintaining staggered distribution policy to maintain market prices.
* Looking after the government accounts and commercial accounts
* Maintenance of the O.E. accounts and follow-up on collections.
* Training the dealers and sales representatives of the dealers through interview and selection process
* Conducting O.E.Campaigns, Stand campaigns, Mechanic campaign and other campaigns.
* Launch campaigns are also done which is assigned territory wise.

**Organization** – **ES INFRASERVE PVT LTD**

**Designation: SR.SALES EXECUTIVE (INDORE)**

**Duration- DEC 2008 – NOV 2010**

**Job Profile:**

* Responsible for the entire branch sales.
* Meeting the requirements of the customers, agents and dealers for various ranges of products.
* Responsible for regular and outstanding collections from the distributors and retailers.
* New product launches and promos.
* Stock review, allocation to the merchandisers and distributors.
* Retailer primary and secondary billing
* Product availability and branding of new products.
* Following distribution policy and company`s FIFO policy and stock auditing.

**Organization** – **PANTHERS TYRES PVT LTD**

**Designation: SR.SALES AND MARKETING COORDINATOR CUM ADMINISTRATOR (INDORE)**

**Duration- SEP 2006 – NOV 2008**

**Job Profile:**

* Planned and Implemented budget for Marketing and Sales Promotion activities.
* Prepared and implemented launch plans for new product. Designed and implemented special sales promotion projects for various markets as per need of brand and market along with allocation of budgets.
* Managed the Direct Sales Team and motivated the sales executives to achieve the monthly targets and solved the problems which they faced with Clients.
* Maintain customer feedback and Market policy. Provide sales support to the sales team to increase funnel of the company.
* Maintain sales & marketing record and documents for audit work. Coordinate with Commercial and service team for customer support.
* Follow up with Foreign Suppliers and C&F Agent for timely dispatches. Vendor Account Reconciliation.
* Actively involved in managing activities like tendering and finalization of deals and executing orders.

**Organization** – **VIJAY KIRAN & COMPANY**

**Designation: SALES EXECUTIVE (INDORE)**

**Duration- APR 2003 – SEP 2006**

**Job Profile:**

* **Dealer sales, Fleet sales, Institutional sales and Customer service, channel development and team handling.**
* Visiting OE dealers to develop relationship and resolve customer query/problem.
* Increasing the work force in the channel partner base and motivating the channel FOS and Team leaders.
* Increasing the productivity of the Channel FOS by closely monitoring the bottom performers
* Concentrating on new areas by expanding the distributor network and retail network by opening new outlets in the designated areas.
* Maximizing the Revenue of the Organization by focusing on high-end plans, community selling and striking bulk deals.
* Conducting campaign activities and road show activities through the dealers on regular basis. Focusing on increasing the net active base

**Software Skills:**

Operating System: Windows 98/2000, Working on SAP,

Package: MS-Office, MIS in excel with data applications lotus notes, Excel, PowerPoint presentations pertaining to the Products and other presentations.

**Extra Curricular Activities:**

* Participated actively in Seminars and meets.
* Playing cricket, volleyball, Ball Badminton.
* Long distance traveling.

### Personal Details:

Father’s Name: K. Mathews

Date of Birth: 17.11.1977

Languages Known: English, Hindi, Telugu and Malayalam

Marital Status: Married

Address: 1-9-17/2 Ravindra Nagar St.No-8

Habssiguda -Hyderabad

**(JAYAN MATHEWS)**