

ASHISH IGNATIOUS

Sales Manager & Project Manager

Phone : +971 54 779 1496 | Email: ashishelamthuruthy@gmail.com | Location: Al Qusais 1, Dubai, UAE
Date of Birth: March 29, 1996 | Age: 28 | Gender: Male | Native Land: Kodungallur, Kerala, India

CAREER OBJECTIVE

To be able to work for an encouraging and stable company that will assist me in developing, improving, and obtaining the necessary skills in order to become the best as possible.

EXPERIENCE

NAJMAN TECH BLDG CONST IND LLC: - Sharjah, UAE

Sales Manager & Project Manager: March 23, 2022 – Present

1. Spearhead market research initiatives and formulate effective sales strategies.
2. Demonstrate in-depth product knowledge to effectively communicate value propositions.
3. Deliver compelling sales presentations and demonstrations to clients and stakeholders.
4. Managed a team of 74+ professionals, ensuring efficient coordination and productivity
5. Demonstrated effective leadership and mentorship, fostering a positive work environment

Key Achievements:

1. Secured a 4.6 million AED metalwork project for Seven City, JLT Dubai, showcasing precise project control and financial expertise.
2. Ensured on-time, high-quality execution of metalwork, strengthening client relationships and paving the way for future collaborations.
3. Successfully managed the Hartland International School metalwork project, exceeding client expectations and enhancing NAJMAN TECH BLDG CONST IND LLC's reputation for excellence.
4. These achievements reflect my commitment to excellence and significant contributions to NAJMAN TECH BLDG CONST IND LLC's success.

SKILLPHUL BUSINESS TOYS PRIVATE LIMITED: - Bangalore, India

Manager: September 20, 2021 - January 14, 2022

Business Associate: July 19, 2021 - September 19, 2021

1. Developed and executed market communication strategies that increased product demand.
2. Conducted comprehensive analysis of market trends and competitor positioning.

AKIO COMMUNICATIONS (P) LTD: - Kerala, India

Marketing Executive: 2017 – 2020

1. Successfully promoted products and managed advertisements.
2. Maintained stock and budget to optimize company resources.

ACTIVITIES AND ACHIEVEMENTS

College Achievements:

1. Coordinated a college social service project, demonstrating dedication to community support.
2. Supervised project advertising, enhancing marketing and communication skills for project success.

EDUCATION

1. Bachelor of Commerce (s.y.2014 - 2017)
2. Higher Secondary School (s.y.2012-2014)
3. High School (2012)

TECHNICAL PROFICIENCIES

1. MS Office. Word, Excel, PowerPoint
2. Management
3. Teamwork, Planning,
4. Basic Photoshop

EXPERTISE

1. Strategic Sales Leadership
2. Project Management
3. Client Relationship Management
4. Market Research
5. Product Knowledge
6. Team Collaboration
7. Marketing and Advertising
8. Community Service

SKILLS

1. Sales Strategy
2. Project Management
3. Client Relationship Management
4. Market Research
5. Product Knowledge
6. Team Leadership
7. Marketing and Advertising
8. Communication
9. Problem-Solving
10. Negotiation
11. Community Engagement

INTERESTS

1. Business Development
2. Problem Solving
3. Product Management
4. Networking and Relationship Building
5. Leadership and Team Building
6. Rotary Activities
7. Operations

KNOWN LANGUAGES

1. English
2. Malayalam
3. Telugu
4. Tamil