

Joshua Christopher

SALES & BUSINESS DEVELOPMENT PROFESSIONAL



BACKGROUND & PROFILE

Full name: Joshua Christopher

I am an SALES MANAGEMENT PROFESSIONAL with proven ability to increase market share, outperform competition, and increase revenue for the organization. A driven team player and work well under pressure. Awarded numerous times throughout my career the title "BEST PERFORMER" in Sales for achieving targets consistently

SPECIALIZATIONS

Developing/Executing – Sales & Marketing strategies.

Identifying revenue opportunities.

Online and offline marketing.

Conducting Seminars.

Creating advertising material.

Sales Coordination.

LET'S GET IN TOUCH!

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Salah Al Din, Dubai, United Arab Emirates

ROLES & POSITIONS

SALES/TRAINING CONSULTANT

BLUE OCEAN ACADEMY | 2019-Present

- Promoted International Quality Certifications
- Assisted with sales through all marketing channels
- Managed Trainings and Batch coordination for students and working professionals
- Created content for internal and external training programs on soft skill development
- Promoted Testimonial videos as a biggest form of Business development
- Used Student references as the main tool in bringing large business
- Ensured that the target business is achieved on a monthly basis
- Participated in outdoor events and visits to various offices and colleges to derive more business
- Successfully conducted Seminars and conferences on various products in the market

RELATIONSHIP MANAGER

LEXUS CHENNAI | 2017-2019

- Represented Tamilnadu in TMC Japan to explain the sales process as a part of Good practices in a dealership. Targeted groups and industries while consistently achieving targets Month wise and yearly
- Created & built corporate database along with strategies to expand service to existing customers
- Negotiated and booked new business through efforts (outside sales calls, social media, Networking, etc.)

SENIOR SALES & MARKETING EXECUTIVE

LANSON TOYOYA | 2014 - 2017

- Handled sales of imported car division
- Assisted in developing effective business strategies to capitalize on emerging market trends
- Managed/Used Salesforce as an effective tool to analyze data and maintain consistent follow ups
- Managed social media account, created highly engaging weekly content, researched new competitors, hosting events and regular test drive activities, and ensuring a smooth and delightful experience to customers

PROCESS ADVISOR – GLOBAL PAYMENTS & MORTGAGE SERVICES

INTELENET & BARCLAYS SHARED SERVICES. | 2011 - 2014

- Assisted clients with Home loan mortgages, recording case information and checking the credit history of customers. Completing accurately all the necessary forms and statistical reports
- Adhering to professional standards by following strictly the banking protocols.

FREELANCING

SRICITY PRIVATE LIMITED. | 2015

- Maximized revenue and promoted relationships through effective negotiation of leasing projects and meeting space rentals, events as well as food and beverage services.

ACADEMIC BACKGROUND

UNIVERSITY OF MADRAS

Bachelor of BUSINESS ADMINISTRATION, 2008

- Majored in Business Administration
- Awarded for regular attendance
- Member of the UOM cultural division

ST. JOSEPHS HIGHER SECONDARY

High School, 2007

- Leadership award in best practices
- Member of the student council
- Member of the FOP/RSP

REFERENCES UPON REQUEST

PERSONAL DETAILS

- Nationality: Indian
- Visa Status: Residence Visa
- Languages: English & Tamil