

## **RAFI RAJU**

Kottarakara  
Kollam Dist  
Kerala



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### **Career Objective**

Seeking challenging assignments in Human Resource Management, Sales, Marketing & Channel Development with a growth driven organization.

### **Overview**

MBA Postgraduate from Kerala University, and work experience of 10.9 years (6.5 years in India and 4.4 years Middle East) from as Ground Sale executive to Territory Sales Manager, Senior telecom consultant and recently as HR administrator.

### **Work Experience**

#### **SAUDI ARABIAN SAIPEM CO. LTD**

Designation : Clerk(HR administration)

Location : Saudi Base Head Office

Duration : July 2019 – Present

My duties and responsibilities:

- GHRS (Global Human Resource Solutions) update
- Falcon Travel Management System
- Hiring and termination activities
- Journey management Planning
- Documentation
- Handled Rigs and employees

### **UNIBB EDUCATIONAL SERVICES**

Designation : Marketing Manager

Location : Kollam Dist , Kerala

Duration : Dec 2017 - July 2019

My duties and responsibilities:

- Identifying new schools across all districts of Kerala.
- Appointing Franchise in various districts.
- Managing Area Managers and Sales Executives to get enrollment for UNIBB Scholarships and other activities of UNIBB.( other activities include Career Guidance workshops, Teachers training workshops, Exam anxiety workshops all this has to be managed by myself using my team.

### **Emperorcom technologies ( channel partner of Du telecom)**

Designation : Senior Telecom consultant

Location : Dubai, UAE

Duration : September 2016 – Nov 2017

My duties and responsibilities:

- Meeting Corporate companies and making business for company post- paid Sims that offer CUG connections
- Selling our Products (Sims, Handsets, Mi-Fi, etc...) to corporate.
- Business development and handle team.

### **Idea Cellular Ltd.**

Designation: Territory Sales Manager

Location : Cherthala

Duration : March 2016 – September 2016

My duties and responsibilities:

- Customer Market Share and Revenue Market Share growth
- Distributor and retail Handling and Data traffic improvement programs.
- Team handling (handled a team of 16) and their productivity. 4G Tower launches.

### **HCL Infosystems**

Designation : Sales Officer.

Location : Idukki, and Kollam Dist

Duration : Dec 2012 – Feb 2016

My duties and responsibilities:

- Handling Nokia-Microsoft mobiles Sales
- Customer Market Share and Revenue Market Share growth Improving the WOD .
- Distributor and retail Handling.
- Team handling (handled a team of 15+) and their productivity. New Products Launches Activities

## **National Paints Factories India Pvt Ltd**

Designation : Sales Executive

Location :Kollam and Pathnamthitta districts.

Duration : Jan 2009– July 2010

Exporter and manufacturer of paints, emulsions, enamels, texture, deco supplier of paints, emulsions, enamels, texture, deco, chemicals, talc..

My duties and responsibilities:

- Channel handling.
- New dealer and Distributor addition. Demand generation activities.
- Key account handling and Conducting Retailers meeting.
- Ensuring the proper delivery of products at retail points.

## **Achievements**

- Highest productivity for DFRC in the state. (Idea Cellular Ltd)
- Achieving a market share growth in Perumbalam Island, Cherthala. (Idea Cellular Ltd)
- Winner in marketing games at various Business school management fests.

## **Educational Qualification**

- MBA, 67%, Mar Thoma Institute of Information technology Kerala University, Ayur (2010-2012)
- BSc Electronics,65%, Mar Thoma college of science and technology, Kerala university, Ayur (2005-2008),

## **Academic Projects**

- A study on the Quality of work life in CIAL
- A Study on Networked Programmed Logical Circuit.

## **Computer Literacy**

MS Word – Good Typing Skills, MS Excel good in VLOOKUP and excel knowledge, MS Power Point, Tally 9.0, Accounting Packages

## **Other Informations**

DOB : 17- June- 1985  
Languages : Malayalam, English, Hindi, and Tamil  
Address : Raji cottage, Netaji Nagar  
House # 24, Pulamon P.O  
Kottarakara- 691531

## **References**

Official :

- (1) Kiran – HR coordinador- +966503056531
- (2) Binu Prasad, Director UNIBB , +91 7012999561
- (3) Jithin , Sales Manager, Idea Cellular ,+91 75580 80856

Personal :

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