



GIJO JOHN

Phone number: 55149309 **Email address:** gijomailbox@gmail.com

Profile

Dynamic and result-oriented Sales Executive with a proven record of driving revenue growth and strengthening market presence in retail and marketing environments. Skilled in strategic sales planning, client relationship management, business development, and persuasive negotiation. Dedicated to exceeding organizational sales goals by delivering superior customer experiences, maximizing profitability, and contributing to long-term brand success.

Work Experience

Sales Executive | ASM Marketing Pvt. Ltd , Kottayam, India | Nov 2023 – Oct 2025 (India's Largest Advertising Materials Sales & Supply)

- Spearheaded sales operations and achieved consistent monthly and quarterly revenue targets through effective client engagement and lead conversion.
- Developed and implemented sales strategies to expand market reach, increase product visibility, and drive customer acquisition.
- Built and maintained long-term relationships with key clients, ensuring repeat business and sustained growth.
- Collaborated with the marketing team to design promotional campaigns and execute on-ground sales initiatives.
- Conducted market research to analyze consumer behavior, competitor performance, and emerging opportunities for business expansion.
- Delivered high-quality after-sales support, resolving customer queries promptly to ensure satisfaction and strengthen brand loyalty.

Store Keeper | V-Traders, Kottayam, India | Nov 2020 – Oct 2023 (Advertising Materials Sales & Supply)

- Managed end-to-end inventory operations, including stock receipt, storage, and dispatch, ensuring smooth supply chain efficiency.
- Monitored inventory levels, tracked product movements, and maintained accurate stock records to prevent discrepancies and shortages.
- Coordinated with suppliers and the sales team to ensure timely product availability and order fulfillment.
- Oversaw warehouse organization, ensuring optimal layout for accessibility, safety, and operational productivity.
- Supported sales and logistics teams by facilitating product allocation, order processing, and delivery coordination.
- Assisted in launching new advertising material lines and promotional campaigns by ensuring adequate stock readiness.
- Prepared periodic inventory and performance reports to support management in strategic decision-making.

Education

- **Professional Diploma in Shipping & Logistics**
- **B.Com** – Rabindranath Tagore University
- **HSE** – Kerala State Higher Secondary Examination Board
- **SSLC** – Kerala State

Core Competencies and Skills

- **Sales Strategy & Target Achievement**
- **Customer Relationship Management**
- **Market Research & Analysis**
- **Negotiation & Persuasion**
- **Product Promotion & Brand Development**
- **Communication & Interpersonal Skills**
- **Indian Driving Experience**
- **Technical Proficiency**

Personal Details

- Nationality: Indian
- Languages: English | Malayalam
- Address: Kunnasseril (H), Valiangady, Kottayam – 686001

Declaration

I hereby declare that the information provided above is true and correct to the best of my knowledge and belief.