



GIKOO JOSEPH

AREA SALES MANAGER

Email:gikoo.j@yashfeen-sa.com

Mob: +966-565068427

Location: Riyadh, KSA

ABOUT

- Dedicated and customer-focused Sales Professional with a successful background in leading highly performing teams to meet or exceed objectives'. A tactical and inspiring team builder with experience in training, team development, and Delivering excellence.

WEBSITES & SOCIAL LINKS

LinkedIn:
[Http://linkedin.com/in/jikku-joseph-58914a168](http://linkedin.com/in/jikku-joseph-58914a168)

Face book:
[Http://facebook.com/gikoo.manganam](http://facebook.com/gikoo.manganam)

LANGUAGES

ARABIC

ENGLISH

HINDI

MALAYALAM

SKILLS

STRONG LEAD DEVELOPMENT SKILLS

ACQUIRING NEW CUSTOMERS

COMPLEX NEGOTIATIONS

TEAM LEADERSHIP

EXCELLENT COMMUNICATION

PRESENTATIONS AND PROPOSALS

CRM SYSTEMS

PRODUCT DEVELOPMENT

COMPUTER PROFICIENT

WORK EXPERIENCE

YASHFEEN NATIONAL MEDICAL CO
 Riyadh, KSA
 Feb 2019 - Present

Area Sales Manager- Respiratory

- Led startup of sales in the region while managing 4 individuals. Managed daily operations of sales department generating income annually.
- Generated company growth for consecutive years through market expansion and sales.
- Identified and solved complex strategy problems to impact sales management and business direction.

AL-ESSA MEDICAL & SCIENTIFIC EQUIPMENT CO
 Shuwaikh, Kuwait
 Feb 2011 - Dec 2018

Team Leader- Cardiology & Respiratory Dept

- Identified prospect needs and developed appropriate responses along with information and suitable products and services.
- Improved sales by managing sales life cycle from lead generation through contract negotiations and closings.
- Established new customer accounts through preservice, dedicated cold calling and exceptional service.
- Retained consistent client base by conducting market research to develop brand strategy.

PERSONAL DETAILS

D.O.B:14/02/1979

Nationality
Indian

Iqama: Valid & Transferable

IqamaNo:
2466025539

Exp:
15 June 2022

Marital status
Married

Passport No:
S8571268

Exp: 25 Sept 2028

Driving License : Valid

**GULF ADVANCED
TRADING CO**
Sharq, Kuwait
Mar 2005 - Dec
2010

Area Sales Executive-Cardiology Dept

- Produced communication strategies to meet client's KPIs.
- Responsible for executing plans for M.O.H and Private Projects.
- Provided leadership for company's key projects and Received M.O.H tenders.
- Maintained positive, productive professional client relationships for continued loyalty and consistent business.

EDUCATION

**SCHOOL OF
DISTANCE
EDUCATION, MG
UNIVERSITY**
Kotayam, Kerala,
India 2001

BCA

- Bachelor in Computer Applications
- Second class with 60% Marks aggregate

NIIT
Bangalore,
India 2004

Higher National Diploma

- Major in Information Technology
- Passed with 60% aggregate

PROJECTS

Kuwait
Feb 2006 - Jun
2006

Alia Hospital

- Done Installation of 30 ECG and Vital Signs Monitor

Kuwait
Mar 2007 - May
2010

Mubarak Hospital

- Done Installation and Delivery of 60 ECG Machines

Kuwait
Feb 2011 - Feb
2013

Al-Razi Hospital

- Done Installation of Physiotherapy machines

Kuwait
Mar 2013 - Mar
2014

M.O.D

- Done Installation and Delivery of Physiotherapy Equipments

Kuwait
Apr 2014 - Apr
2015

KOC Hospital

- Done Installation and Delivery of Physiotherapy Machines

Kuwait
Apr 2016 - Apr
2018

Ministry of Social Affairs

- Done installation and delivery Of Short wave therapy Machines to MOSA

ACHEIVMENTS

Kuwait
Mar 2008 - Mar 2009

GATCo Best Employee Awards 2008

- Received Best Employee Award in the Year 2008 - 2009

Kuwait
Mar 2009 - Mar 2010

GATCo Best Employee Award -2009

- Received Best Employee of the year in 2009 - 2010

Kuwait
Apr 2013 - Apr 2014

Al-Essa Best Performer -2013

- Received Best Performer Award from Al-Essa Medical Co

Kuwait
Apr 2016 - Apr 2017

Al-Essa Best Performer - 2016

- Received Best Performer of the year award from Al-Essa Medical Co
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