

JITHUN RAJ URANGATT
Sales & Business Development Officer
Dubai, UAE
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SUMMARY

Results-driven Sales Manager with over 6 years of experience leading high-performing sales teams and delivering consistent revenue growth. Skilled in developing strategic plans, building client relationships, and motivating teams to exceed targets. Known for a hands-on leadership style, data-driven decision making, and fostering a customer-centric culture to drive market share and profitability.

EXPERIENCE

- ❖ **Sales Officer, ESAF Small Finance Bank*****Aug 2023 — May 2025**
Pulikkal, Malappuram, Kerala
 - Utilized CRM tools to streamline sales processes, improving efficiency.
 - Negotiated contracts that resulted in a 15% increase in profit margins.
 - Implemented strategic sales initiatives, increasing market share by 25%.
 - Developed strong client relationships, boosting repeat business by 40%.
- ❖ **Sales Executive in Gold Loan, Kosamattam Finance*****Mar 2020 — May 2023**
Chelari, Malappuram, Kerala
 - Built and maintained strong, long-lasting customer relationships to ensure high levels of customer satisfaction.
 - Generated reports to summarize sales performance metrics and present findings to management team.
 - Trained new sales staff on best practices.
 - Analyzed market trends to identify new business opportunities.
 - Collaborated with marketing to launch campaigns, generating 50% more leads.
 - Trained and mentored junior sales staff, enhancing team performance by 20%.
- ❖ **ACCOUNTANT, Safiya travels*****Jun 2019 — Mar 2020**
Kondotty
 - Financial reporting
 - General ledger management
 - Account reconciliation
 - Budgeting and forecasting
 - Tax preparation and planning

EDUCATION

❖ VPKMMHSS Puthur

Pallikal*****2012 — 2012

SSLC, Malappuram, Kerala

❖ VPKMMHSS Puthur

Pallikal*****2012 — 2014

Plus Two, Malappuram, Kerala

❖ Govt. Arts & Science College, University of Calicut*****2014 — 2017

BA, History

❖ Govt. Arts & Science College, University of Calicut*****2017 — 2019

MA, History

SKILLS

- Sales Process Engineering*****
- Digital Marketing*****
- Leadership & Team Management*****
- Business Development*****
- Auditing (internal & external) *****
- Customer Service Excellence*****
- Banking Operation & Risk Management*****
- Customer Relation Management*****
- OFFICE 365*****
- Microsoft Excel *****

LANGUAGES

English *****

Malayalam *****

Hindi *****

VISA STATUS

ON VISITING VISA Up to SEP

NATIONALITY

INDIAN

DOB

29/04/1996

MARITAL STATUS

MARRIED