

Sunil Jose

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VISION & OBJECTIVE

Looking for challenging career, where there is scope for demonstration, always on a look out for a positive & bigger outlook, Currency are ideas, thrive on Imagination & Passion, Rigorous thinking and boundless curiosity, Sets levels & standards that exceed expectations, Have fun attitude is everything, Bottom line rises with the Organisation, **A Learner for Life.**

EMPLOYMENT HISTORY: 10 years of Senior Management-level experience.

March 2004 – Till date (SifyCare(Chennai) / Silver tree (Princeton US) Business Development Head

- In seeking new business in ISP Supports Services outsourced from US to India.
- New business in CPA in US outsourced to India

July 1998 - Till date – Retail, Distributor & Fund Facilitator for Acer India.

- **Entrepreneur skills**
- **Brand Launches & Management**
- **Operational & Employee Retention efficiency**
- **Visual Communicator**
 - ❖ Financial and logistics for Acer Direct Nationwide between the Partner and the Principal company.
 - ❖ Setting up BPO facilities in Chennai & Bangalore.
 - ❖ *Regional Head* at Salora INTERNATIONAL (FX Infotechnologies Limited) – Bangalore in Setting up Distribution, Channel development, Relationship management & Retailing of IT Products.
 - ❖ Being in creating & running a network for Acer Products as a NATIONAL DISTRIBUTOR in India,
 - ❖ Launched and promoted Intel Network Management Suite in India.
 - ❖ The first to launch the Intel Pentium III at all our retail chain across the country.
 - ❖ Starting up of IT retail division “FX The tech Shop” (Computer point) across the country a subsidiary of GES International Singapore primarily promoting Datamini brand of Personal Computers,
 - ❖ Alliance with Hewlett Packard in promoting their Products. Set up a Partner base in South India with Value added Resellers & System Integrators. Developed corporate policies.

April 24, 1997 – June 16, 1998, Head - *Event Management & Entertainment* at Kemp Fort,

- **Relationship Management**
- **Recruitment**
- **Events & Entertainment**
- **Retail Launch**
- **Import and Sourcing of Products**
 - ❖ As an Entertainment Manager foreseeing the total event management with over 50,000 sq. headed a team of around 80.
 - ❖ Involved in the overall recruitment,
 - ❖ Organizing and conceptualizing of events and themes
 - ❖ Held motivational training programmes to improve on leadership qualities through sales by innovations
 - ❖ Imbibing responsibility more than authority and teamwork.

- **December 16, 1993 – March 1, 1997, International Trade at Salesworth India Private Ltd., Trading House - Bangalore.**
- **Product Sourcing**
- **Research for Export potential**
- **Marketing in Indian Market**
 - ❖ **Product Sourcing** based on Export Enquiries: Silk - Special Reference to Plain Dupion for Bridal Wear, USA. Packaging Product for Perishables in Transit (Ice-Pack), Spectacle Frames (Cellulose Acetate and Epoxy Resins), High Pressure Laminates (Decorative), Fibre Board, (Medium and High Density) & natural fibres - Jute Products.
 - ❖ **Marketing in Indian Market:** Refurbished second hand Medical and Environmental Equipment from Tecap - Aarau, Switzerland, Copper Sulphate Import from Gdynia (Poland), Spectacle Frames (M/s Danilo, Italy). Export Metal Scrap from Russia to the Indian Market.
 - ❖ **Project:** Exclusive Wooden Furniture, Technical and Quality Analysis of Silk Fabrics (Central Silk Board, Bangalore) Catalytic Converter.

LEADERSHIP & ORGANISING

As a Representative in College

Elected as the **PRESIDENT of the Students Union** through an election process in the year 1991 - 1992 by the student body (Strength of 2200 Students), St. Joseph's College, Bangalore.

Goals and Achievements

- ❖ Change the very protocol of the twenty-year Valuation System of the Bangalore University. Put forth a 21-point programme for Autonomy to Colleges.
- ❖ Organized one of the biggest Blood Donation Camps in Bangalore also adjudged as the highest number of donors.
- ❖ Organized a Workshop and held Seminars on Debating Skills.
- ❖ Organized one of the most publicized Cultural Extravaganza **VISAGES '92** on the month of January 24, 1992 to January 26, 1992. Attracted student community from over 40 Colleges in and around Bangalore with over 5000 participants and a crowd of over 18000 people witnessed this three day Cultural Extravaganza. Held in over eight venues.

COMMUNITY

- **Social Organisation:** Being in the organizing of a Club: **SEASONS NATURE CLUB** For awareness of environmental issues to the General Public. Our target audience was the student youth. Organized two Festivals based on environmental issues **PRAKRUTHI UTSAV, 1991 & 1992, IMPLEMENTATION NONCUTTING OF TREES** in the Garden City, Bangalore.
- Also being in the advisory board in a Social working Organisation **SADBHAVANA 1992** (Government Recognized).

SPECIALISATIONS & INTERESTS

I am looking forward to a career in Initial Setting up of a Business or an Organisation in new and emerging markets, Business Processes Optimization (BPO), Business & Market Intelligence, Retailing, Channel & Relationship Management, Core strength - Organizational abilities and strong team-building skills, Highest employee retainer during the tenure.

EDUCATION

- *Bachelor Degree in Environmental Science*, St. Joseph's Arts & Science College, Bangalore, 1992.
- *PUC (Science)*, St. Joseph's Arts & Science College, Bangalore, 1989.
- *ICSE (General)*, Frank Anthony Public School, Bangalore, 1987.

PERSONAL INFORMATION

- *Sex & Marital Status:* Male & Married
- *Age & DOB:* 33 years, 10th April 1971.
- *Nationality / Citizen:* Indian
- *Passport No. & Expiry date:* Passport No. / Date
- *Relocate:* Willingness both Domestic and International

References can be arranged on request in and around your location.