



# JOSEPH J.KARAPPARA

## GET IN CONTACT

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WR5 1RA, 21 New Castle Close, Worcester

## PERSONAL PROFILE

I believe that my educational background and my experience will make me a very competitive candidate in the department in which I'm presently employed. I am confident that I can put my 100% effort towards fulfilling the key responsibilities which is given to me. Secure a challenging position with a reputed organization where my education & experience will be utilized for mutual benefit. I am capable for Excellent team building, self-confidence and also keep human relationship.

## AREAS OF EXPERTISE

- HTML, MS OFFICE, TALLY, SPSS, SQL, ASP.net, COBOL
- Knowledge in auditing techniques HTML, MS OFFICE,

## OTHER SKILLS

- Excellent problem solver.
- Negotiating skills.
- Communication Skills.
- Microsoft Office skills.
- Relationship Building.
- Customer Handling.
- Cash Management.
- Clients/Customer Followup.

## ACHIEVEMENTS

- NSE's Certification in Financial Market (NCFM).
- Graduate in CFM (Chartered Finance Manager).
- Achieved SAP in Finance knowledge.
- Participated in Ad-zap program

## WORK EXPERIENCE

SR. SALES EXECUTIVE

M/s. Al Talib Shipping Company LLC, Dubai | 2018 – 2022

- Develop new business opportunity.
- Perform the full sales function including pre-sales and after-sales activities.
- Arranging business development meetings with prospective clients.
- Develop a growth strategy focused both on financial gain and customer satisfaction.
- Conduct research to identify new markets and customer needs.
- Arrange business meetings with prospective clients.
- Provide trustworthy feedback and after-sales support.
- Build long-term relationships with new and existing customers.

BUSINESS DEVELOPMENT EXECUTIVE

M/s. Gulf Resources Facilities & Logistics Management, Dubai | 2015 – 2018

- Coordinate and follow up the existing Clients.
- Maintain close working relationships with the Clearance and Operations team.
- Contact carrier representatives to make arrangements or to issue instructions for shipping and delivery of materials.

LOGISTICS COORDINATOR

M/s. Sun International Trade Links & Exports, India | 2011 – 2015

- Coordinate and monitor supply chain operations.
- Supervise orders and arrange stocking of materials to ensure they meet needs.
- Communicate with suppliers, retailers, customers etc. to achieve profitable deals and mutual satisfaction.
- Plan and track the shipment of final products according to customer requirements.
- Prepares loads for shipment.

## EDUCATION HISTORY

**MASTER OF BUSINESS ADMINISTRATION (MBA) – 2012**

KARUNYA UNIVERSITY, INDIA

**BACHELOR OF COMMERCE (B.COM) – 2010**

MAHATMA GANDHI UNIVERSITY, INDIA

## PERSONAL DETAILS

Date of Birth	– 19/09/1988
Sex	– Male
Nationality	– Indian
Passport	– S9724705
UAE Driving License	– 2330619
BRP (RESIDENCE PERMIT)	– RW5699353