

Aibin Joseph Sales Manager

✉ aibinjoseph6.aj@gmail.com

☎ +91 75 610 626 07

📍 Idukki

🚩 Indian

♂ Male



Profile

To contribute to the success of a globally respected company by utilizing my expertise in **sales management, stock control, and household department operations. With hands-on experience in managing teams** and achieving organizational goals, I am committed to delivering results with integrity, fairness, and a focus on continuous improvement. I aim to take on challenging roles that foster professional growth while driving measurable success.

Professional Experience

Manager, Haritha Super Market

01/2025 – present

Vellayamkudi, India

Roles and Responsibilities :

- Oversee the household department, ensuring smooth operations, achieving sales targets, and maintaining a clean, organized, and customer-friendly store environment.
- Manage stock levels, including inventory tracking, replenishment, and minimizing stockouts or overstocking, while coordinating with suppliers for timely and cost-effective procurement.
- Supervise and train sales staff to deliver excellent customer service, drive sales performance, and execute effective product displays to enhance customer appeal.
- Monitor market trends, analyze sales reports, and optimize product offerings and pricing strategies to improve performance and meet customer preferences.

Sales Manager (Household Department),

08/2023 – 10/2024

NATIONAL TREADERS, ATLAS AFFORDABLE FASHIONS

Thodupuzha, India

Roles and Responsibilities:

- Serve as the Household Sales Manager for 23 shops in Kerala, overseeing operations for Atlas Affordable Fashion under National Traders.
- Lead the setup and organization of supermarket layouts to optimize customer experience and sales.
- Manage the purchase of products, ensuring quality and cost-effectiveness.
- Handle stock management, including inventory control, demand forecasting, and minimizing stock discrepancies.
- Set purchase and retail pricing strategies to maximize profitability while remaining competitive in the market.

Assistant Manager, CEEJAY AGENCIES & BIGLIST SUPERMARKET

05/2021 – 07/2023

Roles and Responsibilities:

- Manage cash flow, accounts, and daily purchase orders, ensuring accurate financial records and timely procurement of products.
- Oversee sales and marketing for the online business and stock management, including inventory tracking, replenishment, and daily stock checks.
- Lead the setup and organization of the supermarket, ensuring efficient operations and optimal product availability.

Education

| | |
|---|-------------------------------|
| Advanced Diploma in Cyber Defences , <i>Red Team Hacker Academy</i> Gained expertise in cybersecurity, threat detection, and defense strategies. Trained in ethical hacking, network security, and vulnerability assessment to protect systems and data from cyber threats effectively. | 2020 – 2021 Kochi, India |
| Bachelor of Commerce (B.Com) in Finance & Taxation , <i>AID Education Calicut</i> Skilled in financial management, taxation, and accounting. Proficient in budgeting, tax planning, and financial analysis, ready to apply knowledge to drive business success with accuracy and professionalism. | 2017 – 2020 Calicut, India |

Skills

| | |
|------------------------------------|--|
| Windows 7 – 11 — Expert | Kali Linux — Expert |
| Sales Strategy — Proficient | MS Office — Expert |
| Networks Security — Expert | Communication — Expert |
| Team Leadership — Expert | Team Management — Expert |
| Adaptability — Expert | Collaboration — Proficient |
| Quick Learning — Expert | Negotiation — Proficient |
| Data Analysis — Expert | Inventory Management — Expert |
| Budgeting — Proficient | Customer Relationship Management — Expert |

Certificates

| | |
|--|---|
| Ethical Hacking (carding) Udemy (2021) (Online learning & Teaching Platform) | Sales Manager: Keys To Effective Sales Management! Udemy (2023) (Online learning & Teaching Platform) |
|--|---|

Languages

| | | |
|-----------|-------------|---------|
| • English | • Malayalam | • Hindi |
| • Tamil | | |

References

| |
|--|
| MANIKANDAN K , <i>Manager Household Department</i> , NATIONAL TREADERS / ATLAS AFFORDABLE FASHION +91 8590520312 |
| CLINTU ANTONY , <i>Manager</i> , CEEJAY AGENCY & BIGLIST SUPER MARKET ANGAMALY +91 9497609906 |

Declaration

| | |
|--|---------------------------------------|
| I solemnly declare that the details furnished above are true, accurate, and complete to the best of my knowledge and belief. | Aibin Joseph Puttadi,Idukki |
|--|---------------------------------------|