

JACOB K THARAKAN



CANDIDATE'S PROFILES

- Strategic management
- Sales management
- Business development manager
- Strategic Consultant manager
- General manager



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LANGUAGES

English: Native

Hindi: Fluent

Malayalam: Native

Kannada: Fluent

Tamil: Fluent

WORK EXPERIENCE

2020 – 2022
(Dubai, U.A.E)

BEIT ALGHAZAL PROJECT SERVICES
Freelance strategic builder consultant

2014 – 2020
(Dubai, U.A.E)

QUADRANTS IT SERVICES LLC
Business Development Manager

Tasks:

- Strategically positioned IT clients by exploring their core competences and competitive advantages at U.A.E.
- Closely monitored the design, technical and customer trends regarding the digital industry.
- The strategic decisions, sales management, PRO and Government regulations were accountable.

2012 - 2014
(Sharjah- U.A.E)

QUADRANTS INTERNATIONAL FZE
Business Development Manager

Tasks:

- Strategically positioned the trading company for the direct dealership with globally compete manufacturers.
- According to the product line dealerships, successfully tailored the targeted customer segmented clients.
- The strategic directions, sales management and Government formalities were implemented.

2011 - 2012
(Dubai, U.A.E)

BOB INTERNATIONAL LLC
Business Development Manager

Tasks:

- Identified the key issues of trading for the development and execution plans of marketing and sales.
- Tailored the customer segments for the listed product line associated with sales target and market analysis researches.
- The strategic developments, overall operations, PRO and Government procedures were accomplished.

2006 - 2009
(Sharjah- U.A.E)

HERCULES INTERNATIONAL ENTERPRISES
Business Development Manager

Tasks:

- Headed the building material business unit for the corporate group.
- Identifying new feasible products with the focus for the dealership and own brand line as a trader.
- In charge of sales and marketing management which eventually increased 30% of the revenue.

EDUCATION

- 2017 – Present Doctoral research in strategic management Tumkuru – India *Sri Siddhartha University.*
- 2009 - 2011 Master in Business management Newcastle – U.K *Newcastle Business School.*
- 1992 - 1996 Industrial Engineering & Management Tumkuru - India *Siddaganga Institute of Technology.*

CERTIFICATES

- AMMT – 2016 (S.I.T, India).
- ICTMES – 2020 (MCE, India).
- ICIEM – 2021 (MNIT, India).

Strategic management International conference.

CORE COMPETENCES

- To tailor the corporate strategies, SBU strategies, sales strategies, marketing strategies and analyzing organization allied with continuous professional development.

SKILLS

- Strategic Management
- Sales Management
- Entrepreneurship
- Personality Traits (2023)
- Social (Emotional Intelligence,2023)
- Leadership (Berlin perception,2023).