



RAPHY P VARGHESE

Intrapreneurship . Creativity . Adaptability . Leadership . Listener .

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Career Profile

Versatile management professional with a creative edge, seasoned by over 9 years of experience and a brief stint as an entrepreneur. Expert in problem solving, team building, presentation, and decision making. Always thinking with the 'why' factor of business and customers. Passionate about people, service and technology.

Contact

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raphy202

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DOB : 18 NOV 1990

Career Objective

To secure a challenging position where can effectively contribute my skills for the development of the people around me, thereby serving the organization and society

Skills

Analytical & System Thinking
Leadership & Team Building
Decision Making
Problem Solving
Business Management
Customer service
Good verbal Communication
Presentation and Training

Education

Bachelor of Technology

2009 -2013

Computer Science and Engineering

Maria College of Engineering & Technology
Anna University Chennai

December 2021 to Present

FR Life skills Pvt. Ltd. Head of Operations

Company aims to transform, train & equip people, organizations with the social & inter-personal skills with International Trainers & Mentors.

Customers : Business Owners, Managers, Students from Kerala, Middle East.

Work Experience

Attracting and onboard right talent, Coach & console recruits establish training programs and courses. Setting goals and communicate the objectives to the team, Strategize process improvements, Planning and control of operations to improve quality, productivity, and efficiency. Decision making and simulation.

March 2020 to 2021 December

Penta Orthodontics Business Development Manager

Small-scale unit, specialized in research, development and manufacturing of polymer-based medical products and world-class orthodontics products.

Customers : Dental Clinics, Doctors, Dental Colleges, Dealers | Pan India

Work Experience

Develop Marketing strategies, recruit right talent, train them. Explore, co-ordinate designs, branding and promotional activities, utilize digital platforms, online sales co-ordination, consult & implement IT solutions. understanding in raw material procurement, manufacturing and stock.

February 2020 to February 2021

Forever Designers & Builders Pvt. Ltd. Business Devt. Consultant

Embodies classiness in constructing homes and living spaces with 25 years of experience have resulted in 2 mn sq. ft. grand construction.

Work Experience

Identify marketing channels & partners, Develop Marketing strategies, Organise trade shows and exhibitions, Co-ordinate CRM activities, Conflict resolution, Business negotiations, Team Training.

June 2018 to 2020 February

DentCare Dental Lab Pvt. Ltd. (Nes Dental Solutions)

Manager, Digital Marketing and Online Sales

Manufacturing of dental prosthesis established in 1988 which Asias Largest dental lab with Pan India network and international business presence in 7 countries.

Customers : Dental Clinics, Dentists, Dental Colleges, Dealers.

Work Experience

Products training for Sales and Marketing team and monitor feedback,

Adress

Parappedathil (H), Palakuzha
Ernakulam, Kerala,
India - 686662

Languages

English
Malayalam
Tamil

Hobbies



View Profile



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Work Experience contd..

Organise trade shows, Develop strategies for online and offline sales. Take customer feedback to design & plan offers, Co -ordinaite and brainstorm with IT, Product promotion and marketing team, involved as a translator between business and technology.

March 2016 to June 2018

gooseberry Media Founder, Head of Operations

Provides most effective and affordable digital solutions to expand your business presence.

Customers : Satrtup Business , Local business from Kerala, Middle East.

Work Experience

Formulate vision and mission, Manage and engage team, Building effective business Plans, Assessing risk and opportunities. Address business needs and recommending solutions, Networking, marketing and negotiations. Understanding Graphic designing & Video Editing.

2016 to 2017

Technolodge, Rural IT Park Operations Incharge

First Rural IT Park in Kerala with 50 + IT Startups, a good Ecosystem for young entrupruners.

Work Experience

Oversees day-to-day operations to make essential business decisions. Business and development discussions inside/outside the park. IT events and seminar organiser, coordinates and evaluate performance improvement and operations strategy. Conducted two mega recruitment drive connecting startups & freshers. Meetings with NASSCOM Kochi, KSITIL, Kerala Startup Mission

2014 -2015

Samyukti Technology Pvt. Ltd. Software Engineer

A Technology startup strive to make the things better, from a users standpoint.

Work Experience

Closely with stakeholders to identify goals, train team to collect and process data, improve quality of services & analyzing business needs. Manage and train version control system for code and data Project management, Negotiations with customers.

2009 - 2013

B.E, Computer Science & Engg. Maria College of Engg. & Tech.

House captain, class and hostel representative. Coordinator of industrial visits, cultural programs ,work shops. Organizer of Inplant training in HCL, Brand Ambassador of HCL (Students wing). Representative of anti-ragging squad of the college