

Jaison Johnson

Date of birth: 27/04/1996 | **Nationality:** Indian | **Gender:** Male | **Phone:** (+371) 26234849 (Work) | **Email address:** jaison650@gmail.com | **LinkedIn:** www.linkedin.com/in/%20jaisonpjohnson | **Instagram:** <https://www.instagram.com/jaison.johnson> | **Whatsapp Messenger:** +371 26234849 | **Address:** Gustava Zemgala Gatve, 67 K1-20, LV-1039, RIGA, Latvia (Home)

● ABOUT MYSELF

Results-driven professional and MBA candidate specializing in business analytics **and operations management**. Over 7 years of experience in optimizing distribution networks, managing cross-functional teams, and leveraging data to drive a 30% increase in operational efficiency. Proven track record in **supply chain coordination, CRM management, and process improvement** within fast-paced environments.

● WORK EXPERIENCE

21/04/2025 - CURRENT - RIGA, LATVIA

MOULDING MACHINE OPERATOR SUNNINGDALE TECH

- Assist the supervisor in managing operator distribution and tracking attendance to ensure optimal shop-floor productivity.
- Generate and maintain daily production and stock reports using **SAP and Advanced Excel**, ensuring high data accuracy for management review.
- Perform quality monitoring and process efficiency analysis within molding operations to meet project-specific quality standards.

Business or sector Manufacturing | **Department:** Operations | **Website:** <https://www.sdaletech.com/>

13/01/2025 - 31/03/2025 - RIGA, LATVIA

SALES CONSULTANT INNOVATIVE TRAVEL SOLUTIONS

- Provided consultative sales support, assisting English-speaking US & Canadian customers with travel planning using CRM tools.
- Gained hands-on experience with global distribution systems (GDS) for flight and hotel reservations.
- Developed problem-solving and analytical skills in a fast-paced, customer-focused environment.
- Worked in a multicultural team, adapting to different business cultures and best practices.

Business or sector Other service activities | **Department:** Travel Consulting | **Website:** <https://dyninno.com>

01/07/2023 - 18/09/2024 - KOCHI, INDIA

TERRITORY MANAGER USHA INTERNATIONAL LTD

- Led B2B sales and distribution strategies, increasing regional market share by 20%.
- Managed a team of 12 distributor sales officers (DSOs), driving a 15% increase in sales revenue.
- Maintained over 95% on-time payment collection through effective value-based relationship management and proactive communication.
- Conducted sales forecasting and performance analysis, aligning strategies with business objectives.
- Executed market research and competitive analysis to optimize product positioning and pricing strategies.

Website: <https://usha.com>

15/07/2020 - 30/07/2023 - KOCHI, INDIA

TERRITORY SALES INCHARGE PANASONIC LIFE SOLUTIONS INDIA PVT LTD

- Implemented data-driven sales strategies, improving distribution efficiency by 30%.
- Developed performance reports and insights to guide executive-level decision-making.
- Strengthened client relationships and channel partnerships, driving a 35% revenue growth.
- Organized dealer and stakeholder meetings to improve customer engagement and retention
- Coordinated with distributors and key clients to ensure timely payments and reduce outstanding receivables.

Business or sector Manufacturing | **Website:** <https://lsin.panasonic.com>

15/05/2018 - 31/03/2020 - KOCHI, INDIA

SALES OFFICER KUTUMBH CARE PVT LTD

- Led sales initiatives that resulted in a 70% increase in revenue, expanding retail coverage by 50%.
- Conducted market research and competitor analysis to identify growth opportunities.
- Supervised distributor sales teams, aligning operations with key business goals.
- Implemented targeted marketing campaigns, boosting customer engagement and brand visibility.

01/07/2017 - 14/05/2018 - THRISSUR

EXECUTIVE DIRECT MARKETING HYKON INDIA LTD

- Managed dealer and distributor networks, achieving a 30% expansion in market coverage.
- Conducted data-driven sales performance analysis, identifying key areas for improvement.
- Designed and delivered sales training programs, improving conversion rates.

● **EDUCATION & TRAINING**

26/09/2024 - Current - RIGA, LATVIA

MASTERS IN BUSINESS ADMINISTRATION- TURIBA UNIVERSITY

Operations Management, Marketing Strategy, Strategic Management, Research and Forecasting, Data Analysis

Level in EQF: 7 | **Thesis:** OMNICHANNEL MARKETING STRATEGY IN INDIAN BEAUTY RETAIL: ANALYSIS OF NYKAA'S ONLINETO-OFFLINE CONSUMER EXPERIENCE | **Website:** <https://www.turiba.lv>

15/07/2013 - 30/06/2017 - THRISSUR, INDIA

BACHELOR OF TECHNOLOGY IN MECHANICAL ENGINEERING- UNIVERSITY OF CALICUT

Field(s) of study: Engineering, manufacturing and construction | **Final grade:** 6.4 CGPA | **Level in EQF:** 6 | **Website:** <https://uoc.ac.in/>

01/07/2011 - 31/03/2013 - THRISSUR, INDIA

HIGHER SECONDARY EDUCATION- BOARD OF HIGHER SECONDARY EDUCATION

Field(s) of study: Information and Communication Technologies | **Level in EQF:** 4 | **Website:** <https://www.hseportal.kerala.gov.in>

01/06/2001 - 31/03/2011 - THRISSUR, INDIA

SENIOR SECONDARY SCHOOL- GENERAL EDUCATION DEPARTMENT

Level in EQF: 2 | **Website:** <https://education.kerala.gov.in/>






● LANGUAGE SKILLS

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C1	C2	C1	C1	C1
HINDI	B2	B2	B2	B2	B2
LATVIAN	A1	A1	A1	A1	A1

● SKILLS

Google Suite (Doc, Slides, Form, Sheet, Drive) | Data Analytics and Reporting | digital marketing techniques | meta business suite | Microsoft Office package: Microsoft Word, Excel, PowerPoint, Access | Social Media Management, SEO, SEM

● DIGITAL SKILLS TEST RESULTS

 Information and data literacy	ADVANCED	Level 6/6
 Communication and collaboration	ADVANCED	Level 6/6
 Digital content creation	ADVANCED	Level 6/6
 Safety	ADVANCED	Level 6/6
 Problem solving	ADVANCED	Level 6/6

Results from a [Self-assessment](#) Based on [The Digital Competence Framework 2.1](#).