



ISMAYIL KALIYADAN

HEAD OF SALES AND CORPORATE PARTNERSHIPS

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SUMMARY

I am a results-driven business leader with over 8 years of diverse experience across global sales, education consulting, corporate partnerships, and entrepreneurship. With a strategic mindset and hands-on leadership style, I have consistently delivered growth, built high-performing teams, and developed strong institutional and client relationships. I'm passionate about transforming opportunities into success.

WORK EXPERIENCE

Head of Sales and Corporate Partnerships, AIMER Business School, Calicut, India Mar 2025 - Present

- Establish and manage corporate partnerships to support student placements and internships.
- Design and implement recruitment programs for MBA and undergraduate students.
- Collaborate with industry leaders, HR professionals, and recruiters to create employment opportunities.
- Analyze market trends and employer needs to align student skill development with industry demands.
- Organize placement drives, career fairs, and industry interaction sessions to enhance student exposure.
- Support students in career readiness, including resume reviews, interview preparation, and soft skills training.
- Track placement performance metrics to ensure continuous improvement and institutional success.
- Promote Aimer Business School as a talent hub, strengthening the institution's brand in the corporate sector.

Head of Global Sales and Business, Skymark Education, Calicut, India Jul 2023 - Jan 2025

- Started as Country Head for France, focusing on educational institutions, and earned a promotion to Head of Sales within just four months for delivering strong results.
- Grew sales by 300% and helped the company capture 5% market share within a year, thanks to careful planning, solid execution, and smart financial forecasting.
- Expanded our university partnerships from just 5 to over 50 by building strong relationships with delegates and creating targeted outreach strategies.
- Built and led a motivated sales team, creating a culture of collaboration and high performance that consistently delivered on goals.
- Developed customized sales strategies and streamlined processes to improve client engagement and make operations more efficient.
- Strengthened ties with educational institutions, opening up exclusive opportunities for clients and boosting the company's reputation in the market.
- Kept things running smoothly with well-organized plans, accurate forecasting, and proactive problem-solving to handle challenges effectively.

Startup (Self Employed) Nov 2021 - Jan 2023

- Recognized Kerala's reputation for high-quality coconut oil and identified opportunities to capitalize on this competitive advantage.
- Planned and initiated a startup focused on establishing a high-quality coconut oil extraction plant using cold press technology.
- Decided to pause the project temporarily to explore partnerships with large-scale investors in the future.

Business Development Associate, BYJU'S, Malappuram, India**Apr 2021 - Aug 2021**

- Selected through the highly competitive Super Select Program, involving a 6-stage rigorous interview process to identify top-performing BDAs in India.
- Conducted live meetings with customers to evaluate satisfaction and analyze requirements.
- Improved customer service and market analysis to better interact with customers and meet their needs.
- Implemented fresh strategies to increase sales, contributing to business growth.
- Achieved first sale during the training period, demonstrating quick adaptation and effectiveness.
- Successfully converted sales from previously negative leads, showcasing persistence and sales abilities.
- Gained valuable field experience, starting client interactions in the first week of joining.

General Manager, Right Hardware and Sanitaries LLP, Malappuram, India**Sep 2018 - Mar 2021**

- Took over the company during challenging times impacted by demonetization and GST, leading it to recovery and growth.
- Utilized revenue management strategies, increasing revenue by 15.5% over previous year sales in the first year.
- Expanded overall stock by 15% through effective fund utilization and strategic planning.
- Collaborated with a dedicated team to execute business strategies and achieve company goals.
- Awarded the "Best Dealers Award" from prominent brands, recognizing outstanding performance and service.

Operations Manager, Talkphone WLL, Qatar**May 2018 - Aug 2018**

- Completed a two-month intensive training program at a Qatar-based distributors of electronic accessories.
- Managed clients from various parts of the world, enhancing global business communication skills.
- Acquired insights into the dynamics of overseas business operations, including supply chain and distribution.
- Learned about the details of managing electronic accessory distribution from manufacturing in China to marketing in Qatar.

Team Lead, Idea Cellular Limited, Malappuram, India**May 2017 - May 2018**

- Began career at the world's largest telecommunication company, leading a team of five sales representatives.
- Successfully regained the largest client in the zone, demonstrating effective client relationship management.
- Awarded "Employee of the Month" three times in a financial year, reflecting consistent excellence and dedication.

EDUCATION

Bachelor of Business Administration**2013 - 2017**

Dr. C.V. Raman University

ADDITIONAL INFORMATION

- **Skills:** Sales Strategies, Financial Forecasting, Team Leadership, Planning and Scheduling, Startups, Business Planning Negotiation, E-commerce, Client Relationship Management CRM, Project Management Innovation, Direct Sales Revenue Growth, Financial Oversight, Sales Performance Tracking, Market Analysis P&L Management, Digital Marketing, Inbound marketing, Training and Development, Channel Handling, Relationship Building, Analytics, Coaching Sales Team, Recruitment, and Social Media Marketing
- **Languages:** English, Malayalam, Hindi
- **Awards/Activities:** Awarded "**Employee of the Month**" three times in a financial year at Idea Cellular Limited
- "**Best Dealers Award**" achieved through my performance at Right Hardware and Sanitaries LLP.
- **Interests:** Stock Market Analysis, Sports and International Affairs, Building Social Media and Goal Setting