DEVANATHAN.S

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T.Pudhupalayam ( post)

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Personal Profile Statement / Career Objective

I am an approachable, motivated and confident Sales Executive with the ability To excel sales targets and make a real difference in the organisation’s revenue Generation. I have expert knowledge of the selling process and I fully recognise The human and emotional aspects of buying and selling. I possess strong social Skills that enable me to be a strong relationship builder with clients, colleagues And third-party stakeholders.

Education

**Degree : B.E Mechanical Engineering**

**College : E.S Engineering College, villupuram.**

**University : ANNA University, Chennai.**

**Period of course : 2012 – 2016**

**Employment and Work Experience**

**Name of Organization : Bajaj Electrical ltd, chennai**

**Period of Work : January 2018 – present**

**Designation : Sales Excutive**

**Main duties performed :**

* Meeting and greeting customers and making them feel welcome
* Devising and implementing the organisation’s sales strategies
* Finding new channels for selling and distribution of products
* Building rapport with a customer and subsequently closing the deal
* Building relationships with new customers and distributors
* Demonstrating products to customers
* Maintaining good business relationships with existing clients
* Liaising with suppliers and manufacturers on a daily basis
* Holding meetings to discuss progress of existing projects
* Deal with customer feedback, enquiries, complaints and refunds
* Ensuring that business paperwork is stored in a secure location
* Protecting client’s personal data and information
* Liaising with head office to ensure relevant stock is delivered on time
* Responsible for the marketing and advertising on new and existing products
* Increasing the visibility of bajaj products via implementing POS displays
* Using negotiation and communication skills to sell new products in small retail outlets to maximise shelf space and increase market share
* Ensuring sales targets are met before the specified deadlines
* Supervising junior sales representatives
* Participating in meetings with the organisation’s board of directors.

**Skills**

* Pro-active, organised and excellent team player.
* Optimistic and a positive can-do attitude.
* Excellent communication and relationship building skills.
* Expert knowledge of the selling process and effective sales techniques.
* Motivated in a target-driven environment.

References

**M. SIVAKUMAR**

**Teritory Head,**

**Bajaj Electrical ltd, chennai**

**Phone Nummber : 9790609857**