**PRADEEPKUMAR.I**

H. No: 1-678, Lakshumpalli Post, Peddavadugur Mandal, Anantapur Dist.–515405.

Tele: +91 9440078038, 8247052658 Email: illurupradeepkumar@gmail.com

Male, Married, Born on 16 May 1991

**PERSONAL SUMMARY**

* A Corporate Sales Professional with more than 5.5 years of experience. Responsible for generating revenue through meeting the needs of both existing and prospective customers in target industry sectors.
* Seeking a position in a growing organization, to utilize my knowledge and skills to achieve organization’s objectives and my professional goals in efficient manner.

**SKILLS / KNOWLEDGE**

* B2B & B2C Sales, Corporate Relationship
* Product Promotion
* Sales Training and Development
* Target oriented sales
* Direct Sales & Dealer Relationship
* New Client Development
* Branding and Marketing
* New Product Case Development
* Competitive Strategy Development
* Long and Short Range Planning
* Developing Govt. projects

**WORK EXPERIENCE**

**Methodex Systems Pvt Ltd Business Development Manager Mar 2019- Till Date**

Office Furniture and Security Solutions

**Key Responsibilities**

* New Business Development via prospecting, qualifying, selling solutions / services and products
* Handling Corporate and Institutional Sales across Hyderabad and nearby location
* Managing client relationship through all phases of the sales cycle
* Providing a consultative solutions sales process to prospects
* Conducting one-on-one and group sales presentations
* Providing account management to an existing territory
* Tracking customer information, forecasts and reports
* Developing and maintaining prospect and customer list based on strategic marketing data and other sources for sales leads in our CRM system
* Participating Govt. tenders and maintaining relationship with higher professionals in GOVT sector

**Akzonobel India Ltd Sales Officer June 2018 – April 2019**

Paints (Interior & Exterior)

**Key Responsibilities**

* New Business Development via Dealer sales
* Handling Builders & Contractors
* Managing relationship with architect
* Maintaining and increasing sales of company products
* Increasing business opportunities through various routes to market
* Appling samples as per the Builders and Contractors request
* Collecting customer feedback and market research
* Identify product improvements of new products by remaining current on industry trends, market activities
* Developing and maintaining prospect and customer list based on strategic marketing data and other sources for sales leads in our CRM system
* Participating Govt. tenders and maintaining relationship with higher professionals in GOVT sector

**Methodex Systems Pvt Ltd Sr. Territory Sales Executive July 2016- June 2018**

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**Karvy Stock Broking Ltd., Assistant Manager Feb 2014– June 2016**

Financial Services, Stock Broking

**Key Responsibilities**

* Client visits by explaining the portfolio view of investments, statements, portfolio gains etc.
* Understanding customer’s perspective, providing feedbacks on requirements and empowering Test Coverage by adding feedbacks obtained and generating revenues.
* Placing orders and maintaining relationship with the clients
* Handled Corporate Sales
* New Business Development
* Manage client relationship through all phases of the sales cycle
* Provide a consultative solutions sales process to prospects
* To explain how to buy and sell on share market at soft ware
* Responsible for track customer information, forecasts and reports
* Support the team and colleagues to achieve sales target

**PROJECTS ACCOMPLISHED**

Title : Dealers Perception about LED TV’s brands sales in Hyderabad

Company : SKYWORTH Division-Hyderabad

Duration : 90 Days

Learning’s : To understand the dealer’s perception about LED TV’s and persuading the benefits of LED TV’s

**EDUCATIONAL QUALIFICATION**

* PGDM (Marketing and Business Analytic) at Dhruva College Of Management in 20012-14 with 65%
* B.Sc (M.S.C’s) from SV Degree& PG College, S.K.U. in 2009-20012 with 65%
* MPC from Intermediate Board of Education, Sri Sai. Jr. College in 2006-2009 with 60%
* SSC from Board of Secondary Education, OXFORD E/M. High School in 2005-2006 with 60%

**Interests:** Making friends, Playing Caroms, Cricket and Chess

**Languages Known:** Telugu, English and Hindi.

(PradeepKumar Illuru)