

Prakash Kewalramani

Bin Mujrin Building,

Behind Spinneys, Bur Dubai,

Dubai, United Arab Emirates

To

The Human Resources Manager,

Dubai,

United Arab Emirates.

**Attn: Human Resources Manager**

Dear Sir/Madam,

**Re: Application for a senior sales executive**

I am interested in exploring the possibility of seeking employment with your organization. Please find my CV enclosed, it will furnish you with the details relevant to my vast experience and sales skills. References and any other information you require shall be promptly provided upon your request.

As my resume indicates, I have established a solid work history in the gaming industry sales. I possess excellent interpersonal skills accompanied with the ability to relate effectively to a multitude of individuals on all levels of intellect. I have expertise in managing multiple stores sales, inventory management, merchandising for new products launches.

I would like to contribute and utilize my skills and abilities with your organization. Should your establishment need a self-motivated individual please contact m email on prakasharjunkewalramani@gmail.com

Thank you for your consideration,

Yours faithfully,

Prakash Kewalramani



**PRAKASH KEWALRAMANI**

Bin Mujrin Building, Behind Spinneys, Bur Dubai, United Arab Emirates

prakasharjunkewalramani@gmail.com

**Career Objective**

A professional, friendly and courteous person who has a proven track record of getting tasks/targets done on time and to the highest levels. A self-motivated team leader, able to take responsibility for delivering to tight deadlines. I have gained varied experience and skills through my 18 years of work career. One of my strongest competencies is my ability to manage several tasks at the same time, this coupled with superb communication skills, makes me an ideal candidate for Senior Sales Executive. I am looking for an employer who cares strongly about the personal and professional development of their employees and who has on-going programs designed to nurture, develop and promote individuals to their maximum potential.

**Key Business Strengths**

Leadership Personal Dynamic Smart



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| --- | --- | --- | --- | --- |
| Task / Target management | Natural communicator | Energy and drive | Innovative & creative |  |
| Skills | Smart appearance | Result orientated | Information retrieval |  |
| Highly motivated | Highly numerate |  |
|  |  |  |
| Planning & Organizing | Articulate | Influencing skills | Mature outlook |  |
|  |  |  |
|  |  | Motivating others | Drawing conclusions |  |
| Commercially minded | Customer service skills | Multi-tasking | Quick thinker |  |

**PROFESSIONAL EXPERIENCE**

**Sales Manager / Outlet Head**

**Geekay Games** **July 2014 - present**

* Highly dynamic experience in multi-cultural mall in UAE for 3 years (Mall of Emirates) As Outlet Head, I am managing staff of 7 peoples. Communication with all staff for daily job description, setting daily targets and goals, expectation and provide direction, support and motivation to sales team to meet agreed results / targets.
* Enforce sales target and procedures and ensure that my sales team achieve the customer service levels set by the organization, resulting in an annual increase of customer satisfaction.
* Improve and maintain operational and profit objectives exceeding target.

* Responsible for troubleshooting, identifying and analyzing trends, monitoring competitor activities and responding to customer needs.
* After sales support with relate to repairing, customer complaint / satisfaction, mall management matters troubleshooting, and other outlet routine matters.
* Daily Cash handling / review, banking, Outlet stock inventory management.
* Consistently achieved monthly target of 1million

**Sr. Sales Executive**

**Geekay Games LLC** **Jan 2011 – June 2014**

* Handling Sales for one of the company stores in biggest mall in the world (Dubai Mall) for 3 years.
* Dealing with customer queries, analyzing precise ongoing market trends for pricing stock with other competitors. Exploring unique ways to enhance sales growth based on set targets / goals.
* Awarded “Outstanding achievement” trophy and certificate for being best store Sr. Sales Executive of the year 2013, for consistently performing above average sales in complete organization.
* Participated with Microsoft Gulf FZ LLC with certification on Sep 2012. Retail champs retail sales personnel training session. Event Organized by Microsoft and certification given by Mr. Lance Thorpe.
* After sales support with relate to repairing, customer complaint / satisfaction, mall management matters troubleshooting, and other outlet routine matters.
* Consistently achieved monthly target of 700-800K

**Sales Executive**

**Geekay Games LLC** **Jan 2001 –Dec 2010**

* One of the most popular shopping malls in Dubai, I started my career in UAE at Deira City Center as a Sales Executive handling sales.
* Analyzing the specific customer needs through surveys and develop data drive pitches, increasing sales with sales and marketing skills to achieve targets and increase sales of products with higher margins.
* Handling Multiple Store locations in & out stock request warehouse inventory, overview smooth inventory procedures for on time delivery to other stores.
* Awarded “Outstanding Sales Person of the month” in May 2006.
* Participated in Retail champs retail sales personnel training session by Microsoft Gulf FZ LLC with certification in Oct 2010. Event Organized by Microsoft and certification given by Mr. Armagan Demir.
* Continuously achieved sales target set by the management.

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| **Languages Known:** | English | Arabic | Hindi |  |
| **Driving License:** | Valid UAE Driving License | |
| Personal Data: | 12.04.1976 | Indian | | Married | Employment Visa Transferable |