Name:Suraj

[Suraj.331241@2freemail.com](mailto:Suraj.331241@2freemail.com)

**Career objective**

Sales and marketing position where my skills and experience can beeffectively utilized for increased profitability and product sales value.

**Personal summary**

A results driven, articulate and well-presented sales executive with a proventrack record of meeting store sales targets and minimizing stock losses.Hardworking, able to communicate effectively with people from all backgrounds and able to presents products in a structured professional wayface to face with customers.

**Work Experience**

Organization:**Pantaloons**

Organization type: Fashion Store (Retail)

Work Duration: 05-08-2015 till 15-11-2016

Designation: Sales executive

Location:Shillong, Meghalaya,India

**Area of expertise**

Management, visual merchandising, consulting, presentations, checkingproduct advice, health & safety procedures, team building leadership, cashmanagement, computer systems, operating tills stocks.

**Duties**

• Greetings and welcoming all potential and existing customers tothe store.

• Matching the customers need to the right product.

• Willing to approach customers and able to close a sale.

• Working as part of the sales team providing excellent customer’s service.

• Taking customers payments in cash or via credit cards.

• Excellent product knowledge.

• Dealing with and resolving customer complaints and concerns.

• Having team meetings and sharing best practice ideas withcolleagues.

• Adherence to all company policies and procedures.

• Maintaining very high merchandising standards.

• Analyzing sales statistics and determining sales potential andinventory requirements.

**Educational Qualification**

|  |  |  |
| --- | --- | --- |
| Education | University/Board | Passed year |
| 10 | MBOSE | 2009 |
| 10+2 | MBOSE | 2011 |

**Key skills and competencies**

• Strong collaboration, influencing and problem resolution skills.

• Knowledge of selling techniques merchandising and marketing.

• Innovative and persuasive and aware of the latest market trendsand up to date.

• On product knowledge and also developing new customers.

• Excellent after sales service ensuring the customer has had agood experience.

**Personal Details**

Marital status: Single

Sex: Male

Language: English,Hindi, Nepali

Nationality: Indian

Date of birth: 18-07-1994

Height: 5.9