Pradip

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**To secure an appropriate position, this will provide growth opportunities with effective utilization of my skills and experiences also the opportunity to learn more in professional Atmosphere.**

***Career Summary:***

* **Respected executive with notable 5 years career leading into sales and operation.**
* **Lead strategic planning and mission building initiatives for sales and marketing department.**
* **Proficient in leading the business development team, increasing the customer base and earning potential of an organization.**

***Technical Skills:***

* **Business development and expansion skills**
* **Market planning and positioning**
* **Sales team building and leadership**
* **Profit and loss management**
* **Negotiation**
* **Staff development and motivation**
* **Budget control**
* **Presentation skills**
* **Computer skills**

***Experience:***

* **Himalayan Bank internship 2012/01/01 – 2012/03/29**
* **Worked at Hulas Power Pvt. Ltd. As senior sales and marketing executive from 2012/05/01 to 2017/02/01**

***Responsibilities:***

* **Listening to customer requirements and presenting appropriately to make sales**
* **Maintaining and developing relation with existing customers in person via calls and mails**
* **Cold call to arrange meeting with potential customer to prospect for new business**
* **Responding to incoming mails and phone queries**
* **Gathering market and customer information**
* **Representing the organization at trade exhibitions, event and demonstration**
* **Creating detailed proposal documents**
* **Checking quantities of goods on display in stock**
* **Reviewing your own sales performance, aiming to meet or exceed targets**
* **Making accurate, rapid cost calculation and providing customer with quotations**
* **Attending team meeting and sharing best practice with them**

***Education:***

**MBS final year in Accounting and Marketing**

**Tribhuvan University, Kathmandu**

**BBS in Accounting**

**Tribhuvan University, Kathmandu 2011**

***Language:***

* **Nepali**
* **English**
* **Hindi**