AREAS OF EXPERTISE

 Account management

 Lead generation

Identifying sales opportunitie

Extensive product knowledge Client conversion

# PERSONAL SKILLS

Building relationships

Smart appearance &presentable

Highly motivated

Social skills

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KEY SKILLS AND COMPETENCIES

* Good communication skills and a excellent telephone manner.
* Able to sell to large and small clients.
* Proven experience in launching new products.
* Have a professional style of communication & ability to build rapport with prospective customers.

 Raju.361724@2freemail.com 

SALES EXECUTIVES

PERSONAL SUMMARY

A results driven, committed and articulate sales representative with excellent communication skills and a high level of customer commitment. Multi-skilled with the ability to plan & manage territory whilst and maintaining & developing existing and new customers through ethical sales methods and consistent high customer service. Possessing a good team spirit, deadline orientated and having the ability to succeed in a demanding sales environment.

Now looking forward to a making a significant contribution in a ambitious and exciting company that offers a genuine opportunity for progression.

## WORK EXPERIENCE

MAN CONSUMER LLC

SALES EXECUTIVES December2016 - Present

Contacting prospective clients, assessing their requirements then selling them the companies products and services that match their needs. Also responsible for maintaining ongoing relationships with customers to foster repeat business.

**Duties**:

* Writing accurate & informative sales reports and documentation.
* Contacting prospective clients by phone and email.
* Identifying the customer's needs.
* Dealing with a diverse range of clients in the private and the public sector.
* Evaluating competitor activity and developing appropriate responses.
* Attending sales appointments at clients premises.
* Attending trade shows and exhibitions when required.
* Cold calling potential clients via telephone or personal visit.
* Making appointments to meet new and existing clients queries.
* Identifying and then researching potential leads and opportunities.
* Constantly developing existing sales processes which will generate sustainable
* growth.
* Responsible for developing own portfolio of customers.
* Collecting all the information required to create a request for an estimate.
* Working as part of the sales team to develop both new and existing markets.
* Involved in developing sales & pricing strategies.
* Liaising with customers & the dealer network to answer and resolve their quqries.

SALES MERCHANDISER TRANSMED LLC APRIL2014----DECEMBER2016

### **Duties:**

* Visual merchandising items at different markets
* Merchandising products as per company planogram.
* Reporting about market policies implemented by competitors.
* Implementing cross merchandising skill.
* Follow up for LPO.
* Keeping self clean.

 EDUCATIONAL QUALIFICATION

High school level(10+2) from LUMBINI AADARSHA DEGREE COLLEGE,kawasoti ,NEPAL2003AD

REFERENCES – Available on request.