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| PRANAV[PRANav.386943@2freemail.com](mailto:PRANav.386943@2freemail.com)  |  | | --- | | Objective Seeking aLogistics/SCM oriented challenging and dynamic position with a growing firm to add some value for the better growth and profit of the organization along with developing my knowledge and selling skills. | | strengths Good communication skills and interpersonal skills,  Level-headed and Optimist,  Keen learner and Self-motivated | | |  | | --- | | ExperienceSENIOR SALES EXECUTIVEMUSCAT, OMAN Aug 2017- Current   * Marketing and building the new lubricant brand in Oman. * Executing and managing sub distribution in Dhofar region. * Negotiating sales contracts with key prospects. * Managing the **logistics activities** and retail business across the country. * Sales forecast and structural business planning. * Inventory management. * Presentations with principle on brand building plans. * Presentation with commercial customers on technicality. * Logistics coordination Sales generation, customer handling, collection management.  TERRITORY SALES IN CHARGE (TSI)/ENHANCE -MUSCAT, OMAN Jan 2015- Feb 2017   * Responsible for establishing the company as a B2C distributor for Shell Lubricants, in Dakhliya and Dahriya markets and developing the customer base for Muscat and Dhofar region and exiting from the Sharqiya region by clearing all dues and closing all business activities. * Taking orders, **Logistics coordination**, collecting cash, maintaining safety stock, for the Shell Lubricants retail packs from the customers. * Updating customer about the change in in product price, and new product launch. * Meeting the new customers regularly. * Meeting the new target customers and converting them into customers. * Solving the problem and queries of existing dealers and customers. * Giving all the details of the company to the upcoming dealers and explaining them policies for dealership. * Organizing events to attract existing and new customers. | |

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| |  | | --- | | Education MBA in Logistics and Supply Chain Management with marketing and HR specialization from Jain College (2012- 2014).  BBM CA graduate from Dr. N.G.P. ASC College (2009- 2012)  SSE and HSE passed from Indian School Salalah in year 2009 and 2007 respectively. | | Hobbies and interests  Movies & Music  Photography  Diary Writing  Planning  Driving |   Languages known  English  Arabic  Hindi  Tamil  Malayalam | |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | | Achievements  * I have been awarded 500 OMR cash by Shell Oman Marketing for my impressive sales figures. * Top sales person from NOV 2015 to MAR 2016 and JUN, OCT, NOV 2016. * I was part of the team that achieved H1 Best Team Award on Enhance Day. * One among the 6 High Potential (HIPO) candidates of the Enhance sales team, selected to train and develop as future managers  project details **Comparative study on the Electronics Retail Industry in Bangalore**  A research carried out to determine the trends of electronics among various TGs, market position and SOH strategies of various major players in the electronic retail industry of Bangalore, and the customer buying behavior towards the consumer durable goods; with the support of Croma-The Electronic Megastore (A TATA Enterprise) during the 45 days internship period. Personal Details  |  |  | | --- | --- | | DOB | : 18th Aug 1991 | | Gender | : Male | | Nationality | : Indian | | Marital Status | : Married | | |