

Shankar

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| [**Shankar-376088@2freemail.com**](mailto:Shankar-376088@2freemail.com) |

**Professional Summary**

Goal-oriented Sales experience dedicated to high levels of customer satisfaction and meeting aggressive business goals. Skills and industry with specialized knowledge in Sales and Marketing.

**Skills**

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| * Microsoft office as Excel, Word | * Excellent Internet User DECLARATION |
| * English / Hindi Language | * Customer and Personal Service |
| * Computers and Electronics Coordination | * Sales and Marketing |

**Experience**

Channel sales executive Currently

Bur Dubai, UAE

**Key Result Area:-**

* Doing deal in Epson products  ( Printer, projector, scanner, ink/cartridge)
* Working closely with sales teams or channel partner to grow business.
* Regularly meeting with existing or new customer
* .Monthly reporting on sales KPIs within channel partners.
* Working to sales and revenue targets as set by the Sales Director.
* Giving feedback to the marketing team on the success of sales promotions.
* Addressing customer service issues as raised by the channel partner.
* Identifying and reaching out to new potential customers
* Working on cross selling opportunities within the organization.

Sales Executive/ Mobile sales 01/2018 to 12/2018

Dubai, UAE

**Key Result Area:-**

* Selling all brands mobile (HUAWEI, SAMSUNG, NOKIA, LENOVA) in retail shops.
* Maintain and develop a good relationship with clients through personal contact or meetings or via call.
* Sharing all the details of the company and product, to the new shops and explaining them policies for the dealership.
* Meeting Shop/Store management on daily basis and solving the problem and queries.
* Help management in forthcoming products and discuss special promotions.
* Updating and informing dealers about product price and new product launch.
* Providing dummies, displays, and flyers of the new product.
* Prepare sales report on a daily basis including order delivery from the customer.
* Managing the promo activities to enhance sales and ensure the delivery with the customer.
* Achieve monthly & annual target by successfully managing the sales team.
* Attending meetings and discuss the sales plan with Sales Manager.

**JOB DESCRIPTIONS.**

* Aware of the latest technologies introduced in the cell phone and have capacity to explain facilities to the customers.
* Assess customer’s needs and provide assistance and information on product features.
* Ensure high levels of customer satisfaction through excellent sales service.
* Generate new leads with the aim of creating more sales.
* Help management in for upcoming products and discuss on special promotions.
* Recommend potential products or services to management by collecting customer information and analyzing customer needs.
* Suggest ways to improve sales marketing activities, changing the store's design),

Sales & Marketing Representative 01/2013 to 10/2017

bur Dubai,

**Key Result Area:-**

* Dealing the all kind of consumer electronic products (TVS, Mobile, laptops, and networking products).
* Identify potential clients in the target market and complete appropriate research on the prospective client's business and needs,.
* Develop good relationship and communication with prospective clients.
* Assess customer’s needs and provide assistance and information on product features.
* Ensure high levels of customer satisfaction through excellent sales service.
* Generate new leads with the aim of creating more sales.
* process payments and invoices;

**Education**

MBA: Jan 2012

Maharishi Dayanand University Rohtak Haryana -

Master of business administrative (Finance Minor in Sales&marketing).

Master of Arts: Aug 2009

Shri M.L.V Government PG College - Bhilwara, RJ

12th: Jan 2003

Govt. High Secondary School Rajasthan–

*10th from Sarasvati Vidya Mandir rajasthan (India) Aug.2001*

**Certifications**

 Best Sales & marketing Experience by Axiom telecom.

Driving License-

UAE LMV license date 19/12/2013 to present

**Personal Information**

Nationality: Indian D OB: - 30/10/1985

Marital Status: Married

Language Known: English & Hindi