|  |
| --- |
| KRISHNA  **C:\Users\pradeep\Desktop\prajin - Resume\Kichu ettan\Krishna Kumar .jpg** Personal Data: **Email:** [Krishna-389946@2freemail.com](mailto:Krishna-389946@2freemail.com)  Date of Birth : 20-04-1988  Sex : Male.  Nationality : Indian.  Marital Status : Married.  Religion : Hindu.  **Driving Licence : GCC**  **Languages known:**  English, Hindi, Malayalam, Tamil |

**CURRICULUM VITAE**

**Executive Summary**

* Strong Sales background with a meticulous knowledge of the end-to-end process with keen sense & understanding of the market behaviour & business models. Experience in Sales, A Strategic Planner with expertise in getting the right Talent through extensive candidate engagement methodology.

**PERSONAL SKILLS:**

* Strong negotiating & networking skills demonstrated win-win compromises, Exceptional relationship management, account management skills and presentation skills with ability to relate to people across all hierarchical levels in the organization and to build partnership with vendors and colleagues.
* Self-motivated, goal oriented, responsible, and persistent with the ability to work well under pressure Strong adherence in meeting deadlines and manage multiple priorities, go getter with positive ‘can do’ attitude, highly adaptable with demonstrated professionalism, exceptional organizing, resource balancing skills, great eye for detail, a team player with leadership qualities and the ability to build and lead effective teams. Analytical and meticulous in work.

**Educational Qualification**

**MANONMANIAM SUNDARANAR UNIVERSITY - 2012**

**(B.COM) - PASS**

**DAN INSTITUTE OF INFORMATION TECHNOLOGY - 2008**

**(PGDCA (Post Graduate Diploma In Computer Application) & TALLY)**

**MG - HSS THUMPAMON - 2005**

**(Board of Higher Secondary Examination Kerala India). PASS**

**MG - HS NARIYAPURAM - 2003**

**(Board of Public Examination Kerala India) PASS**

*ADDITIONAL QUALIFICATION:*

*PGDCA WITH TALLY*.

***Technical Knowledge:***

Operating Systems : MS-Windows-XP-Vista-7.

Programming Languages : VB, HTML, Java.

Software Tools : MS Office, Visual Studio, Photo shop.

**PROFESSIONAL EXPERIENCE:**

1. **Organisation :** Peninsular Honda

Designation **:** Team leader**.**

**Duration :** July-2010 TO 2018**.**

***DUTIES AND RESPONSIBILITIES:***

* Endeavor to establish an outstanding working relationship with service providers in designated field.
* Bargain or support bargaining with key essential service so as to enhance the cost structure.
* Prepares annual, quarterly and monthly update accounts on current opponents or business possibilities.
* Work together with colleagues from other departments to improve efficiency and overall service delivery.
* Give prompt reports on crucial issues to direct senior officer, suggest answers where obtainable.
* Supervise essential key account possibilities.
* Make propositions, give suggestions and designate sales target and job obligations to each sales staff.
* Appraise performance of staff, give suggestions, reward or award punishment and offer proposals on dismissal of personnel where applicable.
* Recommend hiring additional staff and make required resources available to accomplishing target objectives and goals.
* Solicit for other job duties needing attention to enhance service and improve customers’ contentment to a reasonable extent.
* Take part in interview of candidates while supporting decision making to hire successful applicants.
* Offer inspiration and training of internal sales personnel on how to attain business sales objective.
* Assist team managers to intensify sales via training on sales methods.
* Generate action plans to enhance performance and productive capacity of under performing personnel
* Responsible for organizing marketing plans so as to attain sales target stipulated by the organization.
* Initiates and coordinates monthly, quarterly, and annual sales plan and strategies that will guarantee achievement of target.
* Gives assistance and encourages personnel to enhance personal and team target.

***AREAS OF EXPERTISE***

* Collections
* Commitment
* [Communication](https://www.thebalance.com/communication-skills-list-2063737)
* [Interpersonal Skills](https://www.thebalance.com/interpersonal-skills-list-2063724)
* Motivation
* [Multitasking](https://www.thebalance.com/multitasking-skills-with-examples-2059692)
* [Problem Solving](https://www.thebalance.com/problem-solving-skills-with-examples-2063764)
* [Teamwork](https://www.thebalance.com/list-of-teamwork-skills-2063773)
* Training
* Writing
* Written Communication

***Key Skills***

* A Clear Communicator.
* Confident in the Team.
* Respectful to Others.
* Fair and Kind.
* An Example of Integrity.
* Influential.
* Willing to Delegate.
* Powerful Facilitator.
* A Skilled Negotiator.

***KEY ATTRIBUTES***

• Comfortable being the first point of contact for all Financial related enquiries.

• Able to work in a busy and varied role that requires good attention to detail.

• Accurate, timely, confidential and efficient record-keeping.

• Keeping abreast of changes in Finance policies and procedures.