

**RANJAN**

**HARDWORKING,DEDICATED**



**PROFESSIONAL OBJECTIVE**

I am having professional experience of **6 year**, I am excellent in **SALES & CUSTOMER** **RELATIONSHIP**, I strongly believe in hard work and team work, i am excited to take newchallenges and to work in a competitive environment, I am looking forward to implement my expertise to achieve your organization goal.

**EDUCATIONAL QUALIFICATION**

* **BACHELOR OF ENGINEERING**

GRADE **A**, FIRST CLASS CERTIFIED (2009-2013)

DSEC (AFFILIATED BY **ANNA UNIVERSITY**)

**PROFESSIONAL EXPERIENCE**

**Team Leader,** Duration: (July 2015- Oct 2019),

**Responsibility:-**

* Supervising the sales team and helping them to achieve the organization goal.
* Overcoming customer objections and closing business deals.
* Working on getting new clients to expand the business.
* Having good relationship with clients to retain them for long.
* Keep educating team with new sales strategy and keep giving motivational speech.
* Understanding the problem and finding the solution.
* Always leading from front and keep motivating the team.
* Always worked as team to achieve the monthly and yearly goal.

**Focus Management (**Unit of QAS Pvt.Ltd formally known as Appco Marketing**),** Coimbatore, India. **Business Associate,** Duration: (June 2013- July 15),

* Direct sales representation, customer handling, and follow up.
* Generation of new business from market.
* Carrying out marketing research to improve the quality presentation and customer approach.
* Identifying and driving new efficiency and growth opportunities on campaigns.
* Marketing the company products at trade shows, exhibitions and fairs.
* Actively participating in brainstorming sessions and strategy meetings.

**PROFESSIONAL SKILLS**

**Languages known** **:** English, Hindi and Tamil.

**Management skills:**

* Excellent in sales and brand promotion.
* Digital marketing and Social analysis.
* Training and development.
* Possess excellent leadership quality and good in team management.
* Team handling & Situation handling.
* Customer relationship management and Business communication.
* Self-motivator and Problem solving.

**SPECIAL ACHIEVEMENTS**

* Certified by **Imperial Management** as **“EXCELLENT IN TEAM HANDLING** “at 2017.
* Certified by **Imperial Management** as “**EXCELLENT IN SALES”** at 2016.
* Certified by **Focus management as** “**EXCELLENT IN SALES**” at 2015.

**PRESENTATION & WORKSHOPS**

* Participated in national level soft skill program ”**skill scaler’12**” at psna college.
* Attended the workshop on” **embedded system**” hcl -cdc, Chennai.
* Attended national level seminar on **“communication networks and security issues”**.

**CO-CURRICULAR ACTIVITIES**

* Awarded as a “**Student President”** of Department.
* “**Brand Ambassador**” of HCL CDC, Chennai.
* Department coordinator of placement team.
* Best outgoing student of college batch (2009-2013).
* Organized Various National Level Technical Symposium, Workshops.
* Organizer of Inter College and Intra College Academic Events.

**PERSONAL DETAILS**

 Date of Birth

 Nationality

Email : [ranjan-397117@gulfjobseeker.com](mailto:ranjan-397117@gulfjobseeker.com)

I am available for an interview online through this Zoom Link <https://zoom.us/j/4532401292?pwd=SUlYVEdSeEpGaWN6ZndUaGEzK0FjUT09>

: 22.08.1991.

: Indian

**DECLARATION**

All the particulars furnished above are true & correct to the best of my knowledge. yours truly

RANJAN