



PRAVEEN PRASAD

Area Sales Manager

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📍 Kesavasadanam Mallassery Po., 689646 Pathanamthitta

Profile

An ambitious, target-focused, and assertive sales manager with 13+ years of experience in problem-solving and strategic thinking to improve the sales approach. Seeks a role to develop promotions, oversee earning goals, and negotiate contracts through strategic planning, analysis, communication, and interpersonal skills.

Education

Bachelor of Business Administration Bharathiar University, Coimbatore	Jun 2018
Dipolma in Radiography Josco Collage of Paramedical Edappon, Alappuzha	Jul 2008
Plus Two R.V.H.S.S Konni, Pathanamthitta	Mar 2006
S.S.L.C N.H.S.S Pramadam, Pathanamthitta	Mar 2004

Employment

Area Sales Manager Pennar Spices And Foods, Pathanamthitta Managing, training, and providing overall guidance to the sales team of an assigned territory. Setting reasonable sales targets to be achieved by the sales team. Monitoring the performance of the sales team and motivating members to meet or exceed sales targets. Collecting customer feedback and providing updates to senior management.Traveling to potential and existing customers within an assigned sales area to present company offerings and build brand awareness.Utilizing outbound telephone calls, email communications, and face-to-face meetings with customers to close sales.Developing and sustaining long-term relationships with customers.Implementing a sales management process to assist the sales team in identifying and prioritizing key customers and prospects.	Feb 2020 – Present
Sales Supervisor Mars International LLC, Sultanate of Oman Understand customer needs and offer solutions and support. Organize and coordinate sales representatives schedules.Research potential leads from business directories, web searches, or digital resources.Recrut, hire, and train new sales representatives.Direct and supervise employees engaged in sales, taking inventory, reconciling cash receipts, or in performing services for customers. Monitor sales activities to ensure that customers receive satisfactory service and quality goods. Inventory stock and reorder when necessary.	Apr 2017 – Dec 2019

Personal details

Date of birth January 27, 1989
Place of birth Pathanamthitta
Driver's license Oman Driving License
Gender Male
Nationality Indian
Civil status Married

Skills

Leadership
Problem Solving
Customer Relationship Management
Motivation
Negotiation
Time Management
Marketing

Languages

English
Hindi
Arabic
Tamil
Malayalam

Floor Manager

Apr 2016 – Apr 2017

Gopu Nandilath G mart, Pathanamthitta

The day-to-day management of a department or store in accordance with overall company policy. To improve the commercial performance of the store by increasing its turnover and maximizing profitability.

Associate Store Manager

Jan 2013 – Apr 2016

The Mobile Store LTD, Pathanamthitta

Responsible for overseeing the daily operations of a store, making sure it runs smoothly and effectively. Their duties include motivating sales teams, creating business strategies, developing promotional material, and training new staff.

Retail Sales Executive

Jul 2011 – Dec 2012

Vodafone Essar India Ltd, Pathanamthitta

Provide them with accurate information in response to customers queries. Compare prices and features across products to help customers buy better to their requirements. Cross-sell products. Maintain an inventory and ensure that stocks are always full.

Sales Executive

Mar 2010 – Jun 2011

Rolex Digital Shopeee, Pathanamthitta

Greets and interacts with customers. Consults with customers to understand their needs and preferences related to merchandise. Demonstrates and explains merchandise, selecting and suggesting options suitable for the customers needs. Answers customer's questions about merchandise

References

HR Manager

Pennar Spices and Foods, Pathanamthitta

+91 8281110676, info@pennarspicesandfoods.in

HR Manager

Mars International LLC, Muscat Sultanate of Oman

+968 90532708, hr@mars.om

Branch Manager

Gopu Nandilath G mart, Pathanamthitta

04682335251, nandilathpathanamthitta@gmail.com

Passport Details

■ Passport No : U4841141

■ Place of Issue : Trivandrum

■ Valid Up to : 02/07/2030

Declaration

I hereby declare that all the information given above is true and correct to the best of my knowledge.

Hobbies

■ Photography, Hiking, Reading.

Qualities

■ Problem solving.

■ Leadership

■ Willings to learn

■ Self Motivation