

P. Naveen Kumar

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47,6th cross, Cholorpalya, Magadi Road, Bengaluru 560023.

CAREER OBJECTIVE:

To amalgamate all skills and experience acquired during the course of my education and career, so that they may be put to the best use, to facilitate the growth of the establishment and, by extension, enhance my own competence.

CAREER PRECISE

Company's Name: Philips India Pvt Ltd

Product: Home Entertainment

Designation: Sales Executive

Duration: 2007 – 2008 (FEB)

CAREER PRECISE

Company's Name: Panasonic India Pvt Ltd

Product: Home Appliances

Designation: Sales Executive

Duration: 2008 – 2011 (JUN)

CAREER PRECISE

Company's Name: Infinite Retail Ltd (Croma)

Product: Home Entertainment

Designation: Customer Service Specialist

Duration: 2011-2014 (OCT)

CAREER PRECISE

Company's Name: Reliance Retail Ltd

Product: Home Entertainment

Designation: Team Leader

Duration: 2014 – 2018 (JAN)

CAREER PRECISE

Company's Name: Haier India Pvt Ltd

Product: Home Appliances

Designation: RSO (Regional Sales Officer)

Duration: 2018 – 2020 (FEB)

CAREER PRECISE

Company's Name: Kohler India corporation ltd

Product: interior designer sanitary and bath fitting

Designation:(Senior Sales Consultant)

Duration: 2020 – STILL (STILL)

(TWO TIME BEST SENIOR SALES CONSULANT AWARD FROM. THE KOHLER INDIA CORPORATION LTD

RESPONSIBILITIES

- Attending to walk-in customers.
- Promote sales by suggesting products to customer, providing information and helping them choose the product.
- Keep an eye on the products in the store and responsible for any pilferage in store.
- Making customer aware of the schemes, discount and Promotional offers.
- Maintaining the discipline and decorum of the store.
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- Aware of stock on day to day basis and taking inward of good.

RESPONSIBILITIES:

- Managing the display of the products and taking care of visual merchandising.
- Product Display.
- Price Ticketing.
- Handling four members, and reporting to Department Manager.
- Good Interaction with customers.

RESPONSIBILITIES:

- Branded products through effective salesmanship and maintained long-term relationships with clients.
- Liaised with customers, management and sales team to better understand customer needs and recommend appropriate solutions.
- Addressed each customers' needs and wants to recommend suitable product options.
- Set up appointments with potential and current customers to discuss new products and services.
- Conducted on-site product demonstrations to highlight features, answer customer questions and redirect concerns toward positive aspects.
- Maintained routine communication with clients to assess overall satisfaction, resolve complaints and promote new offerings.
- Supported customers continuously from sales process to product set-up and use.

ACHIEVEMENT:

- Achieved more than 80% of Department target.
- 4 Time Digital star Award and 2 Time best Team leader Award.
- Promoted for Team Leader from Senior Sales Associate.

EDUCATIONAL QUALIFICATIONS

SSLC

Diploma

PERSONAL PROFILE

Name	: P. Naveen Kumar
Father's Name	: A.Papanna
Date of birth	: 30 mar1985
Gender	: Male
Religion	: Hindu
Marital Status	: Single
Nationality	: Indian
Language Known	: English, Kannada, Hindi.
Hobbies	:Listening to Music, Playing Cricket , Singing Songs In Karoke.

Personal Skills

I am Positive and flexible in nature, Self-Motivated and Determined, I can get along with my teammates well.

Declaration

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

Date:

Place: Bangalore

P.NAVEEN KUMAR