



AKSHAY. U

PROFILE SUMMARY

BBA Graduate who is an enthusiastic and knowledgeable sales associate specialized in upselling and dealing with customer objections. Proven track record of success at Jockey, having exceeded department key performance indicators (KPIs) by 40-50% for 6 months in a row.

EDUCATION

CALICUT UNIVERSITY

2017 - 2020 | Bachelor of Business Administration. (65.80%)

BOARD OF HSE KERALA

2017 | Plus two - commerce. (69%)

BOARD OF PUBLIC EXAMINATION KERALA

2015 | S.S.L.C. (70%)

SKILLS

- Up-selling
- Customer service skills
- Product knowledge
- Conflict resolution

SOFT SKILLS

- Building rapport
- Intercultural competence
- Self motivated
- Flexibility
- Attention to detail

LANGUAGES KNOWN

- English : Good
- Tamil : Good
- Hindi : Manageable
- Malayalam : Native

EXPERIENCE

2021

JOCKEY

DISTRIBUTOR SALES OFFICER(DSO)
(Current - 6 months)

- Grow distribution depth within their allocated territory
- Monitor sales data and keep up to date with current market trends and customer needs which include customer que and complaints
- Ensure availability of stocks in all outlets

2020

TAVUK RESTRO

BILLING AND DELIVERY STAFF
(6 months)

- Loading, transporting, and delivering items to clients or businesses in a safe, timely manner
- Accepting payments for delivered items
- Issuing bills, receipts and invoices

2019

EVENT MANAGEMENT

EVENT SUPERVISOR
(1 year)

- Event coordination
- Invoicing and handling logistics
- Implement event plans and Setting up
- Negotiating with vendors
- Cleaning up

COMPUTER KNOWLEDGE

- Internet
- Tally & MS Office