

EXPERIENCE

- May 2021 - Present
WORKINDIA / HYDRABAD, TELANGANA
Telesales and Marketing Executive
- Worked with the Work India app tele-sales team, connecting candidates with suitable job opportunities, matching their requirements and experiences.
 - Facilitated direct candidate-company communications, bridging the gap between job seekers and employers.
 - Promoted Work India's paid services through telesales, successfully closing packages valued between 60,000 to 1 lakh.
 - Oversaw a diverse candidate database, covering fields such as chefs, waiters, teachers, HR, and office staff.
 - Conducted client meetings and effectively convinced clients to subscribe to our packages and services.
 - Successfully sold 30 packages, generating sales ranging from 60,000 to 80,000 rupees.
- January 2018 - April 2021
SARZ FOOTWEAR / TIRUPATTUR, TAMIL NADU
Business Owner
- Led a sales team, achieving a daily sales increase of 50%.
 - Sourced footwear from various locations, established connections with dealers, and procured quality footwear.
 - Realized a cumulative profit of 60,000 rupees over three years by optimizing business margins through negotiations with wholesale dealers.
- November 2014 - November 2017
DANUBE HYPER MARKET / JEDDAH, SAUDI ARABIA
Supervisor
- Supervised 20 employees during night shifts, ensuring efficient operations.
 - Oversaw a secure cabin with fingerprint access, auditing 20 cash boxes.
 - Monitored cash totals and transaction reports across all shifts.
 - Managed cash box distribution and transactions.
 - Handled product deletions and transaction cancellations.
 - Resolved customer payment and product issues.
 - Ensured the maintenance of cashier counters and Point of Sale Systems (POS).
 - Maintained employee records and tracked performance.
 - Generated daily reports from the NCR VOYIX Emerald system, verifying cashier reports for accuracy.
 - Compiled individual sales reports for each employee.
 - Managed currency and bundle exchanges at shift changes.
 - Produced daily reports from ATM machines, summarizing 24-hour collections, and managed Excel spreadsheets for a team of twenty cash management employees.
- Cashier:**
- Accurately processed transactions through the POS system, handling cash and card payments.
 - Assisted customers with card-related issues and locating specific products.
 - Managed cash transactions, providing change in various denominations.
 - Entered product codes for pricing and inventory control.
 - Maintained meticulous daily financial records and cross-referenced ATM and swipe machine data for accuracy.
 - Monitored card transactions, cross-referencing with sales and cashier reports.
- June 2012 - October 2014
MEN'S FASHION – READYMADE GARMENT SHOWROOM / TIRUPATTUR, TAMIL NADU
Senior Salesman
- Served 50 to 60 customers daily, handling billing and ensuring seamless transactions.
 - Fostered exceptional customer relationships, resulting in high levels of customer satisfaction.
 - Engaged customers in discussions about the latest fashion trends and styles, offering valuable insights.
- June 2010 - May 2012
SHAM SILKS & READY MADE / BHIMAVARAM, ANDHRA PRADESH
Senior Salesman
- Specialized in assisting customers with ladies' clothing, dress materials, and the latest designs.
 - Managed billing and sales of ladies' apparel, ensuring high customer satisfaction.
 - Played a significant role in achieving a remarkable 45% increase in profitability.
 - Consistently provided excellent service to an average of 70 to 80 female customers daily.
- March 2006 - June 2010
SANGAM SILKS & READYMADE / TIRUPATTUR, TAMIL NADU
Junior and Senior Salesman
- Demonstrated children's clothing, ensuring customer satisfaction and assisting with selections.
 - Organized clothing displays and generated daily profits of RS 15,000 with around 50 customers served daily.
 - Achieved a 35% increase in sales revenue, contributing significantly to company profitability.

EDUCATION

2006 - 2008 **BACHELOR OF COMMERCE**
Tamilnadu Open University, Chennai

SKILLS

CUSTOMER RELATIONSHIP MANAGEMENT:

Building and maintaining relationships with key clients and customer

CONFLICT RESOLUTION:

Addressing and resolving conflicts within the team or with customers.

MOTIVATION:

Keeping the team motivated and focused on sales objectives.

CUSTOMER FOCUS:

Prioritizing customer satisfaction and feedback.

COMMUNICATION:

Effective communication with team members, superiors, and other departments.

SALES STRATEGY:

Developing and implementing effective sales strategies to achieve company goals.

POSITIVE ATTITUDE:

Positive and optimistic demeanor help in building a loyal customer base.

TIME MANAGEMENT:

Prioritizing tasks and managing time effectively..

MULTILINGUAL SKILLS:

Working with diverse customer bases, speaking multiple languages had significant advantage.

LISTENING SKILLS:

Actively listening to customer needs and feedback

PROBLEM-SOLVING:

Identifying and resolving customer objections or concerns is.

SOFTWARE:

- MSOffice, Tally 8.1, Tally 90, POS, NCR VOYIX Emerald

OPERATING SYSTEMS:

- Windows

CERTIFICATION

HI – TECH COMPUTER EDUCATION:

- [Tally 8.1](#)
- [Tally 90](#)
- [MS Office](#)

SOCIAL MEDIA

 [linkedin.com](https://www.linkedin.com)