

**KRANTHI KUMAR.S**

**Mob: +971565680392 & +971501221667**

**Email: [kranthisingarapu067@gmail.com](mailto:kranthisingarapu067@gmail.com)**

Dear Sir,

I am a graduate with **7 years'** experience in **Sales and Marketing in UAE**. I have Good Relationship with all B class Markets, Discount markets and A Class Market Buyer in Abu Dhabi.

I have significant exposure in overseeing operations for driving business by effective people management, relationship management and delivery of value-added service.

I am a strategic planner with proficiency in assigning targets, providing necessary assistance and ensuring achievement of organizational revenue targets in budgeted parameters. I have experience in crisis management with ability to analyses people, process issues, identify root cause and its measures.

Moreover, I am possessing excellent interpersonal, communication & organizational skills with proven capabilities in team management & relationship management. I have a strong track record delivering outstanding sales results and effecting massive positive change in a wide range of challenging situations.

I am applying for the above position and please find my CV attached herewith for your kind reference.

Thanks & regards,

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### **Objective**

*A self-driven individual, competent and values the virtue of integrity, who is ready to comply With the industry's rules and regulations towards achieving goals stated by the company, Improving my weak areas to make them my strong points. Ready to raise my knowledge and Skills, so as to attain more experience that is relevant to my duties, profession and remain Important towards the company's achievements.*

### **Professional Experience**

#### **1. Sales Executive at THANI MURSHID TRADING LLC, (AUG 2022 to NOV 2024)**

##### **Products**



### **DUTIES & RESPONSIBILITIES**

- Assisting customers for their product needs and develop the assigned area
- Established & maintain a high level of customer trust and confidence in term of Knowledge and concern for customer business needs
- Informed customers about sales and promotions in a friendly and engaging manner
- Keeping eyes on the other competitive brands (Promotions & price fluctuations)
- Meeting sales targets
- Promoting new products and any special deals.
- Advising customers about delivery schedules and after-sales service
- Credit collection within the designated time frame
- Responsible for Planning and Developing a strategy to enable accompany to sell a Range of products that delivers sales and profit targets of assigned area
- Ensure customer relationship and service level in terms of order fulfilment, merchandising, in shop promos, frequency of service and complain handling.

***2 Sales Executive at LIFCO AL RAWABI TRADING, (2017 March to 2019 May)***

**DUTIES & RESPONSIBILITIES**

- Responsible for driving results by providing directions, distribution, brand development and revenue generation
- Making appointments and meeting new customers.
- Maintaining relationship with customers and generating new sales.

***3. Merchandiser at MODERN GENERAL TRADING , ( June 2008 to Dec 2016)***

**DUTIES & RESPONSIBILITIES**

- Displaying goods in proper manner.
- Check price and pricing label .
- Checking expiry and following FIFO.
- Having an idea about competitor activities( like , on going offers and price decrease).
- Ordering , re-ordering and making LPOS

***Education***

- ❖ Board of intermediate Andhra Pradesh- India
- ❖ Secondary school of certification from Board of secondary education A.P- India

***Computer Skills***

- Knowledge in MS Office
- MS Excel.

***Training Attended***

- Sales & Marketing Training from **THANI MURSHID TRADING LLC**

***Personnel Details***

Date of Birth : 12/04/1989  
Gender : Male  
Marital Status : Married  
Nationality : Indian  
Languages known : English, Hindi, Telugu & Malayalam

***Driving License***

Valid UAE Driving License **Light Vehicle**

***Reference***

Reference available upon request

**DECLARATION: I do not hereby declare that all the details given above are true to the best of my knowledge and belief**