



AKSHAY KUMAR
SALESAMAN



JOB PROFILE

Experienced salesman with a successful 3 year tenure in hypermarket sales, excelling in customer engagement, product expertise, and surpassing sales targets. Complemented by 1 year as an Electronics Technician, showcasing technical acumen in diagnostics and repairs. Eager to contribute a blend of sales proficiency and technical skills to enhance customer satisfaction and contribute to the success of a dynamic team



WORK EXPERIENCE



SALESAMAN

Orange Hyper Market | Kottayam , Kerala
From **3rd January 2021** to **31st December 2023**

- Welcome customers with a friendly demeanor and provide assistance throughout their shopping experience.
- Demonstrate in-depth knowledge of product features to help customers make informed purchasing decisions.
- Maintain organized and fully stocked shelves, ensuring a visually appealing presentation of products.
- Efficiently operate cash registers and handle transactions accurately and promptly.
- Monitor and manage product expiration dates, rotating stock to prevent wastage.
- Implement upselling strategies to promote special offers and increase average transaction value.
- Achieved a 15% increase in average transaction value through effective upselling.
- Collaborate with team members to achieve sales targets and ensure store efficiency.
- Respond promptly to customer inquiries and concerns, resolving issues to their satisfaction.
- Participate in inventory management, including restocking and conducting periodic stock counts.
- Assist in the receiving and organizing of deliveries, ensuring accurate stock levels.
- Ensure cleanliness and orderliness in assigned supermarket sections.



CONTACT



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Date of Birth : 10/07/1998



Visiting **Visa**



Passport Number : T9638407



EDUCATION



DIPLOMA IN INSTRUMENTATION

Kerala State Board
2017



SSLC

Kerala State Board
2014



LANGUAGE

- English
- Malayalam

SKILLS

- Customer Service
- Product Knowledge
- Sales Techniques
- Merchandising
- Inventory Management
- Cash Handling
- Visual Merchandising
- Point-of-Sale (POS) Systems
- Communication Skills (Verbal and Written)
- Team Collaboration
- Time Management
- Adaptability to Fast-paced Environment
- Product Promotions and Upselling
- Customer Relationship Management
- Retail Sales Trends Awareness
- Problem-solving
- Order Processing
- Complaint Resolution
- Multitasking
- Goal-oriented



ELECTRONICS TECHNICIAN

SFO Technologies, | Kakkanad , Kerala

From **12th March 2018** to **12th March 2019**

- Troubleshoot and repair electronic circuits to component level.
- Install and maintain electronic systems for optimal performance.
- Collaborate with engineering teams to develop and test new electronic devices.
- Conduct preventive maintenance on electronic equipment to ensure longevity.
- Increased efficiency by 15% through the optimization of electronic systems.
- Calibrate and test electronic instruments for accuracy.
- Read and interpret technical schematics for effective troubleshooting.
- Assist in the design and implementation of electronic systems and prototypes.
- Stay updated on emerging technologies in the electronics field.
- Achieved a 20% reduction in equipment downtime through efficient maintenance.



DECLARATION

I hereby declare that the above mentioned statement is correct and true to the best of my knowledge and belief.

AKSHAY KUMAR