AMRENDRA PRASAD

Sales Executive

Goal-oriented Sales Executive with 9 years of experience in FMCG food sales. Proven leader with excellent salesmanship, negotiation and closing skills. Known for great presentations and skill at increasing audiences to optimize sales.

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| |  |  | | --- | --- | |  | **Work History** |  |  |  |  | | --- | --- | --- | | **2023-07 2024-09**  **2022-08**  **2023-06** |  | Sales executive  *AWS FOOD INDUSTRIES*   * Worked in AJMAN & SHARJAH area for food items sell like pulses, sugar, spices etc. * Deal with B&C class outlet and discount centers etc. * Responsible for credit collection, analyze market competition and make & execute a plan to achieve the target * Handle existing customers and also responsible to create new customers   **Sales executive**  Al Pina Pure Drinking Water L.L.C.   * Working in different areas in UAE outdoor sales to create new customer, handling existing customer for achieve target and sales growth * Deal with hypermarket, supermarket, discount centers, wholesale trading etc. * Product line was PET bottle drinking water and tissue paper, brand name (Laraix) |  |  |  |  | | --- | --- | --- | | **2018-01 - 2022-07** |  | Sales executive  Sublime General Trading L.L.C.(ALIN FOODS)   * worked in modern trade and the target customer was B&C class outlet * Responsible to create new customers and develop the coverage of assign areas as it is new startups for the UAE markets * Worked with more than 50 SKUs in FMCG food products with brand name (ALIN) |  |  |  |  | | --- | --- | --- | | **2015-03 - 2017-11** |  | sales executive  PRAN Foods LTD   * Worked in organize trade with more than 150 SKUs in FMCG food products * Responsible for outdoor sales & merchandise the product in assign outlet and collection of payments * Worked with big groups of customers like Nesto,carrefour,Madina,Talal,Safeer etc. |  |  |  | | --- | --- | |  | **Education** |  |  |  |  | | --- | --- | --- | | **2009-07 - 2012-06** |  | Bachelor of Science: Hotel  *Institute of Hotel And Restaurant Management P.T.U -* Kolkata,INDIA |  |  |  |  | | --- | --- | --- | | **2008-06 - 2009-05** |  | Diploma in Computer Application  Rajeev Gandhi Computer Saksharta Mission  R.G.C.S.M,chattishgarh,INDIA |  |  |  |  | | --- | --- | --- | | **2008-07 - 2009-05** |  | Higher Secondary  Vianney H.S.School,chattishgarh,INDIA |  |  |  |  | | --- | --- | --- | |  |  | **Hobbies and interests** |   Traveling & exploring  playing sports   |  |  | | --- | --- | |  | **Additional Information** |   Father Name : Harihar prasad  Mother Name : Malti Devi  Date of Birth : 16/09/1991  Nationality : Indian  Language : English, Hindi, Bengali  Religion : Hindu  Sex : Male  Marital status : unmarried |  | |  |  | | --- | --- | |  | **Contact** |   Address  Ajman,UAE  Phone  +971545617510  E-mail  amrendra.prasad1991@gmail.com   |  |  | | --- | --- | |  | **Skills** |   Business development and planning  Sales expertise  Sales strategy  Product and service sales  Sales funnel development |