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** |

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| **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)
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| **2018-01 - 2022-07** |  | Sales executiveSublime 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)
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| **2015-03 - 2017-11** |  | sales executivePRAN 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.
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|  | **Education** |

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| **2009-07 - 2012-06** |  | Bachelor of Science: Hotel*Institute of Hotel And Restaurant Management P.T.U -* Kolkata,INDIA |

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| **2008-06 - 2009-05** |  | Diploma in Computer Application  Rajeev Gandhi Computer Saksharta Mission  R.G.C.S.M,chattishgarh,INDIA |

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| **2008-07 - 2009-05** |  |  Higher Secondary  Vianney H.S.School,chattishgarh,INDIA |

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|  |  | **Hobbies and interests** |

 Traveling & exploring playing sports

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|  | **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 |  |

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|  | **Contact** |

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|  | **Skills** |

Business development and planningSales expertiseSales strategyProduct and service salesSales funnel development |