



Allen George

Senior Sales Manager

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Medicine Hat, Canada

EXPERIENCE

Customer Service Specialist - Part-Time

Croma (Indian Electronic Retail Chain - TATA Group) ↗

07/2022 - 02/2023

- Provided exemplary customer service, addressing inquiries, and resolving issues to ensure the utmost customer satisfaction.
- Acted as product expert, offering valuable insights and recommendations to customers for their specific needs.
- Recognized with the "Edge Value Seller of the Month" award twice for consistently delivering exceptional sales results and outstanding service.
- Awarded the "Best Accessories Seller of the Month" for promoting and selling additional products, enhancing the overall customer experience.

Senior Sales Manager

G.A.R Industries (Honey and Infused Natural Honey Distributer)

03/2022 - 07/2023

- Guided and mentored a team of 3 sales managers, ensuring cohesive and motivated performance.
- Developed and executed sales strategies resulting in a 15% increase in monthly revenue.
- Cultivated client relationships, contributing to a 20% growth in repeat business.
- Achieved 10% improvement in overall sales targets within the first six months.

Product Specialist - Part-Time

Ather Energy - Indian Electric Vehicle Company ↗

02/2021 - 06/2022

- Conducted product demonstrations and presentations to potential customers, effectively highlighting the unique features and benefits of Ather Energy's electric vehicles.
- Conducted market research to identify trends and competitors.
- Contributed significantly to achieving monthly and quarterly sales targets, helping boost overall revenue for the organization.
- Assisted in building a strong customer base, leading to increased repeat business and brand loyalty.
- Recognized as a top sales performer for consistently meeting and exceeding sales targets.

SUMMARY

Experienced sales professional with a proven track record in the natural products industry. Progressed from Sales Associate to Senior Sales Manager at G.A.R Industries. Part-time experience at Ather Energy , Cromā and Reliance Jio. Committed to delivering exceptional customer experience and exceeding sales targets. Ready to contribute to any sales and customer centric organization.

SKILLS

Effective Communication

Attention to Detail

Time Management

Work Under Pressure

Adaptability

Relationship Building

Sales Leadership

Business Development

Team Management

LANGUAGES

English	Fluent
Malayalam	Native
Hindi	Fluent
Tamil	Basic

Sales Manager

G.A.R Industries

02/2020 - 02/2022

- Led a team of 10 representatives, providing guidance and inspiration to achieve 20% increase in sales revenue within the first year.
- Developed and implemented successful sales strategies, resulting in a 15% expansion of market share in the region.
- Monitored individual and team performance, delivering constructive feedback and coaching to drive continuous improvement.
- Effectively managed the sales department budget, optimising expenses and achieving a 10% reduction in operational costs.
- Spearheaded the successful launch of a new product, resulting in a 25% increase in overall sales revenue within the first three months.

Jio Point Assistant Manager - Part-Time

Reliance Jio - Telecom ↗

03/2020 - 01/2021

- Consistently met or exceeded sales targets, contributing to the overall success of the store.
- Ensured high levels of customer satisfaction through efficient operations and excellent service.
- Played a key role in expanding the market presence of Jio through effective B2C and B2B strategies.

Sales Associate

G.A.R Industries

02/2018 - 02/2020

- Played a pivotal role in exhibition sales, effectively showcasing and promoting honey and value-added products.
- Systematically collected leads and contact information from event attendees, building a robust customer database.
- Conducted timely and personalized follow-ups with leads, converting prospects into loyal customers.
- Coordinated home deliveries and couriered products across Kerala, ensuring seamless customer experiences.
- Successfully expanded customer reach through participation in numerous exhibitions and trade shows, resulting in a 15% growth in brand recognition.

Security Technician - Part-Time

Digital Service Network - DSN

02/2018 - 08/2018

- Installed and configured Jio's network modems, ensuring optimal connectivity in Reliance-owned stores.
- Deployed IP cameras, smoke detectors, and sirens to enhance security measures.
- Integrated home automation devices in Jio Points for operational efficiency.
- Improved network infrastructure for reliable connectivity.

EDUCATION

English

University of Madras

04/2013 - 04/2016

Bachelor of Arts

Computer Science

St. Johns HSS

06/2011 - 03/2013

Grade 12

St. Johns HSS

06/2010 - 03/2011

Grade 10

CERTIFICATES

Beekeeping Training Program

Khadhi and Village Commision 2019

2019 - Present

IELTS General

IDP

02/2023 - Present

6.0