

# SARAN RAJ S

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## SALES EXECUTIVE

Highly-motivated sales professional with 3 years of experience in providing expertise in strategic lead generation, sales presentations, effective liaising, enterprise sales strategy, creative marketing and category supervision across diverse sectors. Quota-surpassing sales manager with a consistent record of converting sales prospects into loyal, satisfied clients and building a network of referrals to increase sales.

## SKILLS & COMPETENCIES

Sales strategy implementation   After sales support   Sales presentation planning   Strategic selling skills  
Customer prospecting & relation   Target market data research   Salesforce

## WORK EXPERIENCE

### OPPO

OCE PROMOTER (03/01/2020 – 08/11/2020)

- Focus on customer care and approach the customer to explaining our brand specifications with comparing other brand
- Spearheaded the prospecting of new customers through referrals from existing clients and sales phone call.
- Offered professional answers and advice to curious clients encouraging them to schedule a visit to the showroom.

### BAJAJ FINSERV

CONSUMER LOAN (01/06/2019 – 22/12/2019)

- Communicated with client in person and virtually to present product and for their loan details.
- To analysis the customer profile and checking original KYC.
- After approve from our finance, explain the customer about our Bajaj Finserv external warranty.

### HDFC BANK

CD LOAN SALESMAN (05/04/2021 – 21/12/2021)

- Encourage the customer for our BANK loan special offer and their future benefits
- Explain about our offer and loan detail.
- Processing the EMI through their original KYC and bank details
- To achieve basic target with customer satisfaction.

## SECURITY SERVICE

### SECURITY GUARD – PRESENT (2 YEARS)

- Focus on the all suspicious movement (illegal activities/shoplifting)
- Report the all incident to the store manager and security manager.
- Respond to all emergencies and observe the unusual movement of the customer.
- Be active and smart while dealing with customer in professional way.
- To verify the document of all asset movement.

## EDUCATION

- SYED HAMEEDHA ARTS AND SCIENCE COLLEGE  
B.COM(CA) – 70%
- PURATCHI THALAIVAR DR.M.G.R MATRICULATION SCHOOL  
12<sup>th</sup> – 72%
- PURATCHI THALAIVAR DR.M.G.R MATRICULATION SCHOOL  
10<sup>th</sup> – 70%

## PERSONAL DETAILS

- NAME: SARAN RAJ S
- DATE OF BIRTH: 31/10/1998
- MARITAL STATUS: SINGLE
- GENDER: MALE
- NATIONALITY: INDIAN
- LANGUAGES: TAMIL, ENGLISH

## CURRENT ADDRESS

Saleh Constructions

Camp – 402 - Jebel Ali Industrial Area

Jabal Ali Industrial First – Dubai.

## DECLARATION

I hereby assure that all the information furnished above is true to the best of my knowledge and belief.

Your faithfully

SARAN RAJ S

