



# SURESH GOPI

## Sales Executive

### Carrere Objective:

I am an approachable, motivated, and confident Sales Executive with the ability to excel sales targets and make a real difference in the organization's revenue generation. I have expert knowledge of the selling process and I fully recognize the human and emotional aspects of buying and selling

I possess strong social skills that enable me to be a strong relationship builder with clients, colleagues, and third-party stakeholders

### Skill Highlights:

- Communication
- Business Strategy
- CRM
- Customer Service
- Leadership
- Presentation
- Budgeting
- Marketing
- Negotiation
- Planning & Execution
- Quantitative & Qualitative Research

### Experience:

PROFESSIONAL EXPERIENCE: - (Total 4 Years)

#### UAE EXPERIENCE:

2 Years of experience as an **SALES MARCHANDISER** in ( AlGurg Uniliver )  
Dubai, UAE) From March 2021

#### INDIA EXPERIENCE:

1 year of experience as a **SALES SUPERVISOR**. (Reliance Retails Pvt Ltd)  
Hyderabad, Telangana. (2018 – 2019)

1 Years of experience as a **CONTENT ANALYST**. (Cloud text Technologies Pvt. Ltd), Kakinada, Andhra Pradesh. (2020 – 2021)

### CERTIFICATION:

Sales and Distribution	: 6 months training from VR best software solutions Institute, Hyderabad INDIA
IT Software's	: HTML, CSS, JAVA SCRIPT from Pixel Arts Institute, Hyderabad

### Education:

- **Master of business administration (MBA)**  
Kakinada Institute of Engineering and Technology (KIET JNTUK) Kakinada, AP, INDIA. 2017 – 2019
- **Bachelor of Computer Application (BCA)**  
Aditya degree college, Kakinada, AP, INDIA. 2014 – 2017

### Contact:

#### Address:

- Abu Hail, Hor Al Anz, Dubai
- **Present Address:**  
UAE – DUBAI

#### Phone:

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#### Email:

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#### LinkedIn:

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#### VISA Validity:

Valid Until: 01-03-2025

### Languages:

- English
- Hindi
- Telugu

### Skills:

- Good Communications skills
- Good listening skills
- Capable of Leadership
- Hard Working

### Personal Details:

- **Nationality:** Indian
- **Marital Status:** Single

**Computer Knowledge**

- MS-Office
- HTML
- CSS
- JAVA SCRIPT
- Photoshop
- All Windows Environment.

**Hobbies:**

Reading books  
Listening music.  
Playing cricket.

**Roles & Responsibilities:**

- Knowledge of both the RTM (route to market) Direct and Indirect.
- During system down work with IT and follow-up on the issue until complete resolution
- Sending daily based order reports and backlog reports.
- Being a cancellation coordinate with factory to make sure all cancellation requests are
- addressed on time when orders move to production
- Maintaining Negotiation as per the rate given
- Place special orders or call other stores to find desired items.
- Demonstrate use or operation of merchandise.
- Prepare merchandise for purchase or rental.
- Sell or arrange for delivery, insurance, financing, or service contracts for merchandise.
- Estimate quantity and cost of merchandise required, such as paint or floor covering.
- Open and close cash registers, performing tasks such as counting money, separating charge slips, coupons, and vouchers, balancing cash drawers, and making deposits.
- Maintain knowledge of current sales and promotions, policies regarding payment and exchanges, and security practices.
- Maintain records related to sales.
- Watch for and recognize security risks and thefts.
- Recommend, select, and help locate or obtain merchandise based on customer needs and desires.
- Achieving Weekly Target of Submissions and Offers of the candidate per quarter.
- Perform troubleshoot on all sales orders and assist to identify and execute various enhancement to all management process for EMEA region
- Query Analysis monthly basis to figure out the issues and work on the same to reduce the multiple issues
- knowledge of current sales and promotions, policies regarding payment and exchanges, and security practices. Maintain

**Declaration:**

I Hereby declare the above all mentioned is correct to best of myknowledge.

Date:

Place:

(SURESHGOPI)