

CURRICULUM VITAE

Name : Ganesh Kajapuram

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Applied Post for: Sales represent / Sales support

Experience : 4 Years in sales (India)

OBJECTIVE

Passionate driven professional intended to join a challenging team with diverse role assisting in various areas, to contribute and participate in the growth of an organization which provides a great work culture and opportunities to develop my skills to the fullest extent.

WORK Experience: -

1. **Company Name:** Lilith & Co., Nizamabad
Position: Sales & distribution manager
Duration: 2015 TO 2021

Job responsibilities: -

- Present, promote and sell products/services using solid arguments to existing and prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyze the market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- continuously improve through feedback Selling products and services using solid arguments to prospective customers
- Performing cost-benefit analyses of existing and potential customers
- maintaining positive business relationships to ensure future sales

QUALIFICATION

Education

Education (Specialization)	College , University	Year of Education	Percentage
MBA (Masters in business administration)	Sri chaithanya business management (Hyderabad)	2012	68%
BSC -BZC (Bachelor)	MSR Degree college, Nizamabad	2009	60%
Intermediate (+2)	Board of secondary education, Hyderabad	2006	65%
SSC (10 th)	ZPHS, Indalwai	2004	75%

Professional certification

- “Communication skills & personnel development” course certification
- Diploma in PGDCA (Post graduation diploma in computer applications)

Languages known

- English
- Hindi
- Telugu

Personal Details

Name : Ganesh Kajapuram
Gender : Male
Marital status : Married
Visa status : Visit visa
Date of Birth : 20/10/1988
Address : Indalwai, nizamabad, Telangana, India

I hereby declare that the above written particulars are true to the best of my knowledge and belief.