



# VENKATESH NATARAJAN

## CAREER OBJECTIVE:

Resourceful sales Executive with 5.6 Years of experience working independently and collaboratively with team to foster client relationships and drive sales. Astute in identifying decision makers within prospect account to initiate sales process and deliver successful results. Team-minded in collaborating with management to strategies and improve sale approaches.

## WORK HISTORY:

**Sales Executive** 28.03.2022 – 20.11.2023  
**Murugan flowers**

- Qualified prospects to determine future sales possibilities and improve conversion efforts.
- Strengthened profit opportunities through targeted customer relationship development, continually meeting sales objectives.
- Analyzed industry and competitor trends to enhance sale strategy.

**Apprentice Engineer** 20.04.2018 – 19.04.2019  
**Wheels India Private Limited**

- Achieved high standards of competence, attending [Frequency] training courses to maintain up to date Knowledge on [type] and Procedures
- Minimized equipment downtime by providing effective breakdown intervention.
- Ensured operational efficiencies by constantly inspecting and equipment reporting defect to the management.

**Merchandiser** 17.03.2017 – 20.03.2018  
**PP Merchandising Services**

- Managed inventory to secure high-performing Seasonal Collections in line with customer demand
- Achieved impressive cost reduction by assessing alternative purchasing decisions.
- Improved displays and installed POS tailored to individual store features.

**CNC Machine Operator** 06.01.2015 – 30.09.2016  
**SHRIVIK ANCILLARY UNIT**

- Used milling cutters, drills, taps and other CNC cutting tools safely and efficiently.
- Guaranteed product quality, performing visual inspections and gauge measurements.
- Produced components to high standards and took pride in work.

## DECLARATION:

I hereby confirm that all the facts provided by me are true to the best of my knowledge.

Date: \_\_\_\_\_

Place: \_\_\_\_\_

## CONTACT

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## SKILLS & STRENGTHS

- Customer Relations
- Customer service
- Salesforce
- Lead Development
- Market trends understanding
- Retail Marketing
- Brand-building strategies

## EDUCATION

- Diploma of Higher Education in Mechanical engineering
- St. Joseph polytechnic college