



# JONAS PRAVEEN

## Operations/Sales professional

MBA Graduate experienced and self-motivated Sales professional with four years of industry experience overseeing sales figures and new account developments. Bringing forth a proven track record of working collaboratively with sales teams to achieve goals, increase revenue gains, and advance the sales cycle of the company. A strong leader with the ability to increase sales and develop strategies to retain customers.

## Contact

### Phone

+971 568071064

### Email

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### Address

Dubai- UAE

## Education

2018

**MBA - Marketing**

Calicut University

2016

**B com**

Calicut University

## Expertise

- Sales
- Retail Management
- Vendor Management
- Administration
- Inventory control
- E commerce -  
Talabat and lulu  
online

## Language

- English
- Hindi
- Arabic
- Malayalam
- Tamil

## Experience

2021- 2023

### Floor Incharge

Lulu Hypermarket- Muscat ,Oman

- Provided optimal assistance to the General Manager and handled a variety of tasks.
- Worked to support sales teams and rise against competition.
- Effectively acted as a liaison between our Marketing and Sales teams.
- Established sales goals by forecasting annual sales quotas and projecting expected sales volume for existing and new products.
- Checked prices and promotional rates for customers.
- Effectively utilized knowledge of inventory control and management.

2019-2021

### Territory Sales Executive

Landmark Shops India - Cochin, India

- Worked to ensure a neat and attractive sales environment
- visual displays.
- Identified and maximized sales opportunities, and increased customer retention rates.
- Led sales department with a can-do attitude and high quarterly sales.
- Consistently developed new and forward thinking business plans.
- worked to boosted territory sales Achieving the sales target assigned in malapuram location.
- Maintaining smooth functioning of white mart shops across the district.
- Preparing sales reports and keeping proper reports of stocks.
- Collecting leads for opening new franchise.
- Follow up with logistics team for ensuring timely delivery of goods.
- Passing information regarding company schemes

2018-2019

### Customer service Executive

Tata consultancy services- Cochin, India

- Worked to ensure a neat customer service environment,
- Identified and maximized sales opportunities, and increased customer retention rates.
- Led sales department with a can-do attitude and high quarterly sales.
- Consistently developed new and forward-thinking business plans.
- Pre-verification of passport and documentation of customer data
- Pre-verification of documents and Passport application processing
- Preparing daily and annual MIS
- Coordinating with government officials for smooth functioning
- Train all new joiners, track their performance, and equip them to work in production Environment
- Accept passport/Pcc fee and value-added service charges
- Communication with customers in help full manner