



Abu Dhabi U.A.E.

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## PROFILE

To be able to render my services in a company which would value my skills and contribution as a professional individual and to gain even more skills and maturity in the field where I can be at my best.

## PERSONAL DETAILS

Date of Birth : 17/06/1986  
Gender : Male  
Marital Status : Single  
Languages : English, Hindi  
Nationality : Indian  
Visa Status : Visit Visa

## PASSPORT DETAILS

License No : W4006421  
Date of Issue : 22/08/2022  
Date of expiry : 21/08/2032

## ACADEMIC QUALIFICATIONS

- PG (PHYSICS) From Govt Degree & PG College Siddipet.
- DEGREE (Bsc Mpcs) From govt art & science College, kamareddy.
- Basic computer knowledge

# MAJOJU SRINIVAS

## Applying Post For : Sales Executive

### PROFESSIONAL BACKGROUND

Experienced Sales Executive with a background in the retail and consumer goods industry. Demonstrated ability to identify and capitalize on sales opportunities, develop effective sales strategies, and build strong customer relationships. Skilled in product knowledge, negotiation, and closing sales. Proven track record of meeting and exceeding sales targets.

### RELIANCE FRESH INDIA

Sales Executive

: 2022 – 2023

#### Job Description

- Managed a portfolio of clients and prospects, including building and maintaining relationships to drive sales growth.
- Identified and pursued new business opportunities to expand market share and increase revenue.
- Conducted product presentations and demonstrations to potential customers to showcase features and benefits.
- Negotiated pricing and terms of sale to maximize profitability and win-win outcomes for both parties.
- Provided ongoing support and assistance to customers, addressing inquiries and resolving issues promptly and professionally.
- Prepared sales reports and forecasts to track performance and identify areas for improvement.

### TIRUMALAA COCONUT OIL INDIA PVT LTD

Sales Executive

: 2021 - 2022

#### Job Description

- Tec Developed and executed sales strategies to achieve sales targets and objectives.
- Cultivated relationships with key accounts and distributors to drive product sales and distribution.
- Conducted market research and analysis to identify trends, opportunities, and competitive threats.
- Collaborated with marketing and product development teams to launch new products and promotional campaigns.
- Provided product training and support to customers to ensure optimal use and satisfaction.
- Monitored competitor activity and market trends to adjust sales strategies as needed.

## SKILL

- Sales Strategy Development
- Customer Relationship Management
- Negotiation
- Product Knowledge
- Market Research and Analysis
- Communication
- Problem-Solving
- Time Management
- Goal-Oriented
- Adaptability

## DECLARATION:

I hereby certify that the above information is true and correct according to the best of my knowledge & experience. If selected, I assure that I would perform to the best of my abilities, early awaiting a Positive response.