RESUME

I.J.L NAVEEN

S/O I.THATHA RAO

D.NO-7-63/202

VARALAKSHMINAGAR

VEPAGUNTA

VISAKHAPATNAM

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CAREER OBJECTIVE:

To secure a challenging position in organization to expand my learnings, knowledge, and skills, while making a significant contribution to the company

WORK EXPERINCE:

Working in VINI COSMETICS PVT LTD as SALES EXECUTIVE(November 2022 TO till)

* Responsible for customer providing information on new perfumes lines and their prices, assisting in selecting perfumes by providing with information , giving free perfumes samples in a bid to assist customers. Providing suggestive selling to ensure additional sales
* Assisting in paying and tendering changes and receipts setting up perfumes bottles and boxes and testes and properly display and maintaining the stock levels
* Maintaining relationship with distributions and retailers and making them to achieve target

Worked in BIGBASKET AS SALES EXECUTIVE(MAY 2021 To JULY 2022)

* Responsible for channel sales and customer marketing. gained expertise in data analysis, customer marketing, channel sales , team handling and distribution management .
* Enchance the brand visibility, brand awareness and brand activation. Managing loyalty programs and ensuring points update and target achievements of customer
* On boarding the retailers making retailer to give order inbigbasketand maintaining profitability
* Received highest outlet billing award in vizagcity .

5. Worked in LUVIT CHOCLATE & DND as TSI from ( JULY 2019 TO APR 2020)

* Brand awareness with quickly greeted customer and assist them with any questions they had efficiently and accurately co plated the customer and handled orders with large amount of chocolate
* Took on multiple tasks which including serving gusts who come into the store , sales sampling our products stocking , cleaning
* Assisted customer with their choclatecraving. ensuring customer satisfaction. filling orders , stocking shelves, cleaning , mixing and making candy
* Driving secondary from all level of retailers

Worked in VINI COSMETICS PVT LTD as SALES EXECUTIVE(OCT 2018 to JUNE 2019 )

* Responsible for customer, providing information on new perfumes lines and their prices, assisting in selecting perfumes by providing with information, giving free perfumes samples in a bid to assist customers. Providing suggestive selling to ensure additional sales
* Assisting in paying and tendering changes and receipts setting up perfumes bottles and boxes and testes and properly display and maintaining the stock levels
* Maintaining relationship with distributions and retailers and making them to achieve target

Worked in RECKITT BENCKISER as PSR roll( may 2017 to September 2018)

* Taking care of retail sector in vizag rural for the products of dettol
* Handling total 12 distributors in my territory more than 2000 retails
* Taking care of primary and secondary level operations and handling
* Motivating retailers from competitor to our product

Worked in jubilant agri and consumer products Ltd (jivanjor )products .(NOV 2015 to OCT 2016)

* Taking care of two distributors and dealers of Visakhapatnam and vijayanagaram
* Explaining product to the customer and explaining offer to the customer
* Make them to purchase from competitor to our company.
* Taking care of stock details in dealer level and distributor level
* Taking care of primary and secondary sales .
* Received 2nd prize award in all over AP in best conversion.

Worked in Neon motors (Mahindra &Mahindra) as marketing Incharge(2010 to OCT2015)

* Sales consultant work in car dealership and are responsible for selling cars . key responsible for explaining features to customer making test drives to get drive experience , taking care of client up to car deliver
* Making over 100 phone calls per week speaking to prospective clients about vehicle , current incentive, and finance options
* Scheduled appointments with interested clients to discuss vehicle needs and gather more information regarding their payment goals and financial situation

EDUCATION QUALIFICATION:

* Master of Business Administration(MBA) Degree from the MRPG college ,AndhraUniversity, Marketing Management as a major in the year of 2010.
* Bachelor of Science in Computers from Mrs.A.V.N.College , Andhra university
* Intermediate in MPC from Narayana College, Broad of Intermediate,

STRENGTHS:

* Maximum performance in unfavorable situations .
* Excellent communication skills with great organization and management skills
* Strong ability to deal with the queries & problems and resolving them

PROJECT EXPERIENCE:

I undertook my project work in ICICI life insurance LTD on “channel development” from may 11th to July 11th for a period of 60 days.

Survey on ICICI Prudential Life insurance agents

PERSONAL DETAILS:

Name I.J.L NAVEEN

Father’s Name I.THATHA RAO

Date of Birth 04-06-1987

Qualification MBA

Permanent Address D.NO-7-63/202

Varalakshminagar

vepagunta

visakhapatnam

Andhra Pradesh

place: Visakhapatnam

Date: Naveen