

Gautam Gorani

Sales Executive (Food and Plastic Bags)



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SUMMARY

Sales associate with **10 years** of experience seeking to obtain a challenging position that I will allow me to utilized the skills and experience gained to build our long- term career.

CORE COMPETENCIES

Sales, Receptionist, customer service, excellent sales, excellent verbal and written communication.

PROFESSIONAL EXPERIENCE

(Food and Beverage Sales)

ALMAYA GROUP OF COMPANIES

From 2010-2016

KEY DELIVERABLES

- Excellent salesmanship and ability to close a deal
- Capable of working in independently or with a group of other food sales representatives
- Thorough in all account paper work and record keeping experience.
- Visit local grocery store and food distributors to arrange for product dispersal
- Communicate with current clients to discuss amount of sales , customer satisfaction and future contracts
- Travel to stores and food expos to set up a both providing samples and information for new products
- Worked to achieve a certain amount of sales on monthly basis.

EURO POLY PLAST FACTORY LLC .

From 2017 - Present

- Responsible in monitoring individual and team sales activities - daily basis
- Maintain complete sales data regularly and consolidate for review meetings
- Periodic Sales analysis and reporting
- Closely monitor each project progress and sales staff for necessary sales step to receive LPO.
- Conduct market research - new projects to generate enquiries/RFQ's
- Receive sales enquiries and reply timely and appropriately
- Prioritize orders as per criteria ,requirement and production

CORE SKILLS

• Net Working	• Relationship Building	• Client On Boarding
• New Business Development	• Target Achievement	• Objection Complaint Handling
• Bank Accounts Credit Cards	• Mi Reporting	• Client Retention
• Staff Leadership	• Insurance	• Retention Target

ACHIEVEMENT

Best Employee of the year 2015 (Almaya Group)

PERSONAL DETAILS

Education : Bachelor's Degree In Business Administration

Driving License : Valid U.A.E. Driving Issue Date 2014 Expire 2024

Language Known: English , Arabic, Hindi

Date Of Birth : 28/07/1991

Visa Status : Employment Visa Expire On Jan. : 2024