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sooraj161@gmail.com

SKILLS

Team Building

Decision Making

Sales

Problem Solving

Microsoft Windows (All versions)
& Microsoft office

LANGUAGES

English

Malayalam

Telugu

Hindi

Tamil

Sooraj V N

ABOUT ME

To emerge as business management professional and prove myself as an important part of the organization by the achievement of given targets and contribute to excellence utilizing my technical, analytical, interpersonal and managerial skills.

WORK EXPERIENCE

Territory Manager

Reliance Retail-Ajio Business / Aug 2020 - Jul 2022

- Handled entire territory of south zone
- Leading a team of 10 plus on roll staffs Handled approx.950 retailers across the territory
- Responsible for revenue generation, gross and net sales, collection of dues and team management, monitoring quality of brands, new brand penetration etc.
- Ensuring targets of daily active users, monthly active users and daily collection.
- Analyzing market needs, competition analysis and increasing the revenue.
- Relationship Building with Retailers and guiding them on latest fashion, trends and models in Apparel and Footwear.

Team Lead

Paytm Payments Bank / Apr 2019 - Jun 2020

- Handled Distribution Channel in all Kerala market.
- Handled more than 300 retailers across the territory.
- Handled a team of 8 plus on roll staff
- Assists management with hiring processes and new team member training
- Provides encouragement to team members, including communicating team goals and identifying areas for new training or skill checks.

Territory Sales Incharge

Rasna Pvt Ltd / Dec 2017 - Mar 2019

- Handled a team of 8 plus on roll staffs
- Assists management with hiring processes and new team member training
- Identify potential clients and persuade them into sale.
- Build strong relationships with clients with continuous visits and tele calls. Present new products and enhance existing relationships.
- Work with sales staffs and other internal colleagues to meet customer needs

Territory Sales Officer

Vodafone India / Sep 2016 - Mar 2017

- To work as a team leader thereby dividing duties of staffs
- Handled distributors and customers on a target basis
- Targeting potential customers and assessing opportunities for sale
- Arrange and participate internal and external client debriefs.
- Meet with customers to address concerns and provide solutions.

PERSONAL
DETAILS

Date of birth
22 Sept 1989

Nationality
Indian

Visa status
Visit Visa

Marital status
Married

EDUCATION

MBA
Amity University / 2016
CGPA-6.4

Master of Science
JNTU Hyderabad / 2012
First Class with Distinction