

# CURRICULUM VITAE

## P.MURALI KRISHNA REDDY

Email: [pmkrisme@gmail.com](mailto:pmkrisme@gmail.com)

Contact No.0522714134

Near Aster clinic

BUR DUBAI

UAE.

(Applying for sales and merchandising)



### AREA OF EXPERTISE

- ☞ Team Management
- ☞ Business Development
- ☞ Goal Achievement
- ☞ Marketing and Product Promotion
- ☞ Planning
- ☞ Customer Relationship
- ☞ Competitor analysis
- ☞ Sales Generation
- ☞ Cashing and cheques management
- ☞ Market Analysis
- ☞ Key account management
- ☞ Online payments

### ACADEMIC QUALIFICATION

#### **College/ Institute- SIR CRR PG COLLEGE**

**Place** : AndhraPradesh,India

**University** : ANDHRA

**Degree** : MBA (Marketing &Finance)

**Year** : 2010-2012

**Grade** : First class

**Place** : Andhrapradesh, India

**University** : ANDHRA

**Degree** : B.Com (computers)

**Year** : 2007-2010

**Grade** : First class

### PROFESSIONAL CERTIFICATION

- DIPLOMA OF COMPUTER APPLICATIONS
- TALLY.

### CAREER OBJECTIVE

To build on my expertise and grow my career in organization of great repute in Sales and merchandising related organization. And to work in a competitive environment and to give excellent performance in whatever jobs assigned.

### PROFESSIONAL SUMMARY

A dynamic professional with over **Threeyears** of experience in Sales and merchandising like, Marketing Strategy, Customer Relationship, and Handling with good manner, maintaining good communication with colleagues and superiors & Highly result oriented.

### CAREER HISTORY

Place - India

Designation - Sales and Merchandising Executive

Duration - From JUNE 2020 to APRIL 2023.

### Profile:-

- Carried out sales of products and selling.
- Making sure products and services are supplied to customers on time.
- .Good product display.
- Maintain up to date stock reports.
- Responsible for forecasting market trends.
- Involved in the training programs and keep up-to-date information.
- Expertise in reading customer mind set is an advantage added.
- Ensure that the shelves of retail store stocked with products.
- Field research related to the products or services.

### **SALES &**

### **Merchandising**

at "RELIANCE

SUPER MARKET

",Eluru,

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### ATTRIBUTES:

- ☞ Quick Learner, Team Player
- ☞ Hardworking & Detail oriented
- ☞ Dedicate , Dynamic
- ☞ Leadership Quality
- ☞ Self-oriented / Self motivated
- ☞ Highly trustworthy & Ethical
- ☞ Effective at multi-tasking

### JOB DETAILS

Place - INDIA  
Designation - Sales and merchandiser. ( HERITAGE DAIRY PRODUCTS – DMART)  
Duration - 2018-2020

### Key Achievements

- Monthly sales target achieved.
- Setting up a new strategies to find new prospects and sale leads
- Good communication and interpersonal skills.
- Maintain organization techniques to reach the goals.

### PERSONAL INFOMRATION

**Date of Birth** : 26<sup>th</sup> AUG 1990

**Nationality** : Indian

**Marital Status** : Married

**Languages** :English,Hindi&Telugu

**Hobbies**:watching animation movies, Photography, design works.

AndhraPradesh,India

### JOB DETAILS

Place -DUBAI  
Designation - Marketing Executive. (VERVE DEVELOPMENT LLC)  
Duration - From MAY 2015 t0 MAY 2017

### Profile:-

- Meeting with clients during sales visit
- Demonstrating and presenting products.
- Reviewing sales performance.
- Acting as liaison between the clients and executive staff.
- Providing excellent customer service as per company standards.
- Understanding the needs of customer.
- Taking the reservations from the clients.
- Gather the customer and market information.
- Create regular sales and customer walk-ins.
- Applying the marketing techniques in different ways.

### KEY RESPONSIBILITES:-

- Strong interpersonal and Organizational skills.
- Report any unusual occurrence or request to the manger on duty.
- Understanding Customer needs.

I hereby state that the information furnished above is true to best of my knowledge.

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Date: -

Place: - DUBAI

Signature  
(PMKR)