



SMRUTI RANJAN

SALES MAN



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ABOUT ME

Dynamic and motivated Salesman with over 4+ years of experience in driving sales and revenue growth. Proven expertise in developing and maintaining client relationships, understanding customer needs, and delivering tailored solutions. Strong background in product knowledge, sales strategies, and market analysis.

PERSONAL DETAILS

Passport no : Z7187152

Nationality : Indian

Date of birth : 05/Jan/1991

Gender : Male

LANGUAGE

English

Arabic

Hindi

Bangali

SPECIALIZED

MS Office 365

Google Sheets

Odoo ERP 17

EXPERTISE

Management Skills

Creativity

Digital Marketing

Negotiation

Critical Thinking

Leadership

STRENGTH

Good communication skills, analytical problem solving skills. quickly adapts to any environments and appliances. Also have the ability to work hard as an individual and with the team.

WORK EXPERIENCES

Anand Super Bazaar

Samalpur - Odisha - India

Sales Man | 15th Mar 2023 - 10th Apr 2024

- Identified and pursued new sales opportunities through networking and lead generation.
- Developed and implemented effective sales strategies to achieve and exceed sales targets.
- Managed and nurtured long-term relationships with key clients, ensuring high levels of customer satisfaction.
- Conducted market research to stay informed about industry trends and competitive landscape.
- Prepared and delivered sales presentations and product demonstrations to prospective clients.
- Negotiated contracts, terms, and conditions with clients to secure profitable sales agreements.

Spar Hypermarkets

Muscat - Oman

Sales Man | 10th Jan 2018 - 09th Jan 2022

- Assisted customers in selecting products that best meet their needs and preferences.
- Provided detailed and accurate product information, addressing customer inquiries and concerns.
- Processed sales transactions efficiently and maintained comprehensive records of all sales activities.
- Contributed to achieving team sales goals by meeting or exceeding individual sales targets.
- Participated in regular training sessions to enhance product knowledge and sales techniques.

Education

B Tech in EEE from Indotech Engg College under BPUT with 66%| 2015 - 2017

Diploma in Electronics and Telecommunications | 2008 - 2011

Declaration

I hear by declaring that the above mentioned data is true to the best of my knowledge and belief.

SMRUTI RANJAN SETHI

Signature