



# VAISHNAV P

SALES EXECUTIVE/STORE KEEPER

## CONTACT

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## PERSONAL DETAILS

- Nationality : Indian
- Date of Birth : 17/03/1999
- Visa Status : Visit Visa

## EDUCATION

- 2019
- UNIVERSITY OF CALICUT
- Bachelor of Commerce with Computer Application

## SKILLS

- Effective Communication
- Organization Skill
- Teamwork
- Time Management
- Leadership
- Analytical Skill
- Risk Management
- Inventory Management
- Adaptability & flexibility
- MS Office
- Computer Operations

## LANGUAGES

- English
- Hindi
- Malayalam

## PROFILE

Experienced professional with over 5 years of combined expertise in sales executive and storekeeper roles. Proven ability to drive sales growth through strategic planning and client relationship management, coupled with strong proficiency in inventory management and stock control. Adept at leveraging organizational skills to optimize operational efficiency and ensure seamless store operations.

## WORK EXPERIENCE

- Edappayil Flooring, Kerala, INDIA** MAY/2019 - APR/2024  
Sales Executive/Store Keeping
  - Developed and implemented strategic sales plans to achieve company objectives and revenue targets.
  - Managed key accounts and nurtured strong relationships with clients, ensuring high levels of satisfaction and retention.
  - Goods received note (GRN) preparation for materials received.
  - Verification of Invoice against GRN and Purchase Orders.
  - Preparation of excess/shortage report to Finance dept. for necessary actions.
  - Conducted market research and analyzed trends to identify opportunities for growth and market penetration.
  - Prepared and delivered persuasive sales presentations to potential clients, effectively communicating product features and benefits.
  - Negotiated contracts and agreements with clients, achieving favorable terms and conditions for the company.
  - Collaborated with marketing and product development teams to align sales strategies with market demands and product offerings.
  - Managed incoming and outgoing shipments, ensuring accuracy and timeliness of deliveries.
  - Oversaw inventory levels and conducted regular stock counts to maintain adequate stock levels.
  - Implemented inventory control measures to minimize stock discrepancies and reduce wastage.
  - Coordinated with suppliers to schedule deliveries and negotiate favorable terms for procurement.

## DECLARATION

I hereby declare that the above-mentioned information is true and I bear the responsibility for the correctness of the above-mentioned particulars.