



VIGNESH P M

Professional Summary

- Having 2.5 years of experience in Sales.
- Effective communicator while speaking to clients or colleagues and also with written correspondence.
- Strong listening skills to give customers a sense of satisfaction that their questions or concerns will be dealt with immediately.
- Commitment to provide an excellent customer service in all aspects of a sales transaction.
- Keen attention to detail where mistakes or other discrepancies are spotted
- Proven work record of working under pressure and exceeding sales targets.
- Having excellent communication and interpersonal skills.
- Have excellent time management skills and can meet the deadlines without compromising on anything.

Work Experience

VENKATESHWARA HATCHERIES PVT LTD (VENKY'S)

Sales Officer : 27/05/2022-02/11/2024

- Achieved and exceeded monthly sales targets by 20% on average through targeted promotions and customer outreach.
- Arranging orders of Distributors from cold storages to corresponding distributors in well maintained cold supply
- Verify customer orders to ensure that meet the customer requirement without any fail
- Drive the merchandise or products from one place to another
- Follow and adopt safety standards while transporting merchandise.
- Analyzed market trends to optimize sales strategies and reported findings to management for business insights.
- Merchandising to design appealing displays that attract customer attention and maintain optimal stock level and ensure availability of high demanding products
- Analyze sales metrics to drive stocking decisions and adjust displays based on customer behavior
- Implement planograms effectively to maximize space and increase product visibility

CONTACT

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Current:
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KEY SKILLS

- Sales & Negotiation
- Relationship Management
- Time Management & Organizational Skills
- Analytical & Problem-Solving Skills
- Financial & Budget Management
- Handling Pressure
- Team Leadership

SOFTWARE SKILLS

Microsoft Office Suite, Database Management

LANGUAGES

- English
- Hindi
- Tamil
- Malayalam
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ADDITIONAL INFORMATION

- Nationality: Indian
- Date of Birth: 31.05.1997
- Passport Number: U8050189

- Ensure displays are organized, labeled, and visually appealing at all times
Efficiently manage setup, stock rotation, and restocking to maintain an optimal display flow.

KAVALAKKAT STEELS

Sales Executive:01/02/2021-25/05/2024

- Reaching out to Potential Customers and builders
- Site visits for direct customer enquiry and quoting of multi brand tmt rebars and major cement brands
- Repeated following up for the consistent requirements from builders and direct customers
- Instore customer handling with high priority and describing and demonstrating quality features.
- Accurately handled cash transactions, maintained records, and provided reports on daily financial activities.
- Ensured excellent customer experience by addressing inquiries and resolving concerns promptly.

HAIJIN TRADE INDIA PVT LTD (VIVO AUTHORIZED SERVICE CENTER) | Front Office Executive & Accessory

Sales:15/12/2019-01/01/2021

- Provided exceptional customer service by assisting clients with product queries and technical issues.
- Managed service records and performed routine maintenance on mobile phones, ensuring high standards of service.
- Well maintained display of sales counter
- Reaching out to potential customers to sellout accessories

Education

- Master of Science (MSc) in Electronics from Jai Bharath College of Arts and Sciences, MG University (2017-2019)
- Bachelor of Science (BSc) in Physics from Sree Narayana College, Calicut University (2014-2017)
- Higher Secondary, SSLC