



JAYAKRISHNA CHATALA

PROFILE

Experienced and driven Sales Representative and store manager with a proven track record of exceeding goals and increasing sales volume and company presence. Results driven individual with a niche for increasing revenue streams and developing long lasting and effective client relationships. Bringing forth the ability to develop and implement winning business plans that lead to increased sales. Adept in leading sales training workshops, and managing teams to achieve company goals.

CONTACT

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jayakrishnachatala@gmail.com

HOBBIES

Cricket
Biking
Hiking
Yoga

EDUCATION

* June 2013 – May 2016

Bachelor's degree- BA-History, Public administration & Sociology
Gandhi Institute of Technology and Management, Visakhapatnam
Bachelor of Arts

* June 2002 – March 2005

Sri Vikas Junior College, Srikakulam-Intermediate (MPC)

* June 1998 – March 2002

RCM St. John's High School, Srikakulam-Secondary Education

WORK EXPERIENCE

* April 2012 – September 2017

Front office executive, Sales advisor and inventory supervisor at Varam Auto centre, Srikakulam

- Analyzed sales and inventory data to identify areas of improvement and maximize profitability.
- Developed a comprehensive sales and inventory forecasting system that accurately predicted demand and enabled inventory optimization.
- Led the development and execution of a comprehensive category plan that achieved the company's sales, profit, and inventory objectives.

* December 2017 – October 2021

Sales advisor, cashier, Inventory manager and Store Manager at VIZAG KTM unit of Varun motors, Visakhapatnam

- Developed and maintained good working relationships with vendors and contractors, resulting in improved customer service and satisfaction.
- Handled customer complaints calmly and professionally, resolving customer issues in a timely manner.
- Processed transactions accurately and efficiently, ensuring that all transactions were completed within the established time frame.
- Operated cash register, credit card machine, and other electronic equipment accurately and efficiently.
- Generated new business through cold-calling and lead generation, resulting in a 20% increase in sales.

LANGUAGES

English
Hindi
Telugu

SKILLS

★★★★★ Effective Time Management
★★★★★ Teamwork
★★★★★ Adaptability
★★★★★ Fast Learner
★★★★★ Customer Service
★★★★★ Ability to Work Under Pressure
★★★★★ Ability to Work in a Team
★★★★★ Communication Skills
★★★★★ Registration
★★★★★ Negotiation
★★★★★ Retail Sales
★★★★★ Cash Handling
★★★★★ Microsoft Office
★★★★★ Presentations
★★★★★ Closing (Sales)
★★★★★ Cold Calling
★★★★★ Sales
★★★★★ Typing
★★★★★ Writing
★★★★★ Microsoft Outlook
★★★★★ Microsoft Excel
★★★★★ Editing
★★★★★ Front Office
★★★★★ Microsoft Word
★★★★★ Microsoft PowerPoint
★★★★★ Spreadsheets

- Established and maintained accurate inventory records, which enabled efficient management of stock levels and minimized losses due to spoilage or theft.
- Monitored inventory levels and identified areas of overstock and understock, resulting in better inventory management.

* November 2021 – June 2023

Brand champion/ Retail sales Executive at Ola fleet technologies pvt. Ltd., (Electric vehicles), Visakhapatnam

- Developed a retail display strategy that increased sales by 15%
- Developed promotional materials and conducted product demonstrations to increase brand awareness and sales.
- Trained and managed a team of retail sales associates to achieve high customer service ratings and successfully meet sales targets.
- Monitored sales trends and performance metrics to identify areas of improvement and drive efficiency.
- Led a team of 10 staff members to complete daily tasks such as restocking shelves, inventory management, and customer service.
- Resolved customer complaints and disputes in a professional and timely manner, resulting in an improved customer experience.

DECLARATION

I, Jayakrishna chatala, declare that the following statements are true and accurate to the best of my knowledge and belief.

Place:

Date:

(Jayakrishna chatala)