

Lucky Lakhwani

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Career Objective

To Pursue a dynamic and challenging career with an organization of repute Which gives value addition to the organization as well as offers opportunity to enhance professional skills while getting a high level of satisfaction and Recognition. Associating myself with an organization where my learning meets experience from the leaders for a better future.

Work Experience

-Currently working as a Country Division head in Satguru Travels (OKI General trading LLC.)

Job Role.

- ❖ Working On new product expansion in market
- ❖ Tracking and managing new shipment and orders Analyse shipping costs and inventory replenishment .
- ❖ Leading and developing new sales team of locals sales executive and professionals
- ❖ Creating sales strategy (market analysis, target setting ,forecasting to meet yearly goals)
- ❖ Identifying new business opportunities
- ❖ Driving revenue growth through new customer acquisition upselling , cross selling
- ❖ Collecting customer feedback and made process changes to exceed customer satisfaction goals.
Made reasonable procedure exceptions to accommodate unusual customer requests.

Previous Experience

Worked as a Retail and corporate Sales Executive in Satguru travels (oki gen.Trading) , in Niamey , niger
From nov .2020- June 2023

Job Role.

- ❖ Informing the field workers about the Product related Schemes and Commissions.
- ❖ Helping the field workers in achieving targets.
- ❖ Attending client meetings with the field workers.
- ❖ Arranging Sector & Regional level meetings for the field workers.
- ❖ Submitting weekly reports to the Regional Manager.
- ❖ Collecting Feedback from the Sector and Franchise Managers and forwarding the same to Zonal Office.
- ❖ Sharing feedback of the field workers about the products to the Command Office.

Professional Abilities

- ❖ Comprehensive problem-solving skills.
- ❖ Good verbal & written communication skills.
- ❖ Keen learner, Hard Worker, Team player, Tolerant and flexible to different situations.
- ❖ Experience of client facing roles.
- ❖ Ability to quickly learn applications with minimal documentation
- ❖ Having a flexible attitude and positive approach.
- ❖ Computer Fundamental, MS-office, Internet Basics.

Academic Qualifications

Class	School/College	Board	Year
Advanced diploma in logistics and supply chain management (ADLM)	Safeducate learning Pvt Ltd.		2020
B.B.A	SS. SUBODH JAIN COLLEGE	University of Rajasthan	2019
Sr. Secondary	Kendriya Vidhyalaya, Phulera	C.B.S.E	2016
Secondary	St. Mother Teresa School	R.B.S. E	2014

Personal Details

Date of birth : 22ND Feb 1998
Mother's name : Mrs. Jyoti Lakhwani
Father's name : Mr. Dinesh Lakhwani
Languages Known : English, Hindi
Marital Status : Unmarried
Nationality : Indian

Declaration:

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

