

VINAYKUMAR TANDU

Sales Manager

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*PROFESSIONAL PROFILE

Hardworking and driven sales management professional equipped to revitalize sales operations and align procedures to maximize profits and client acquisition. Successful at improving sales procedures to streamline and strengthen processes. Multifaceted leader with analytical and diligent approach to building and leading strong teams. Goal-oriented manager with distinguished experience in 2 TYPE industries and proven leadership abilities. Expert in increasing productivity and customer satisfaction while driving revenue and sales. Committed to streamlining procedures while optimizing employee talent.

* EXPERIENCE

*August -2021 -
present*

LPH AUTO PVT LTD Sales Manager

- Assisted customers with prompt and polite support in-person and via telephone.
- Fielded customer questions to share information about products, availability, and pricing.
- Helped customers locate products and checked store system for merchandise at other sites.
- Used consultative sales techniques to understand customer needs and recommend relevant products and services.
- Remained calm and poised in high-stress, dynamic environment to promote service to customers and staff.
- Researched new clients for sales team, inputting contact information into Salesforce.
- Facilitated ordering and processing of business cards and nameplates for sales team.
- Communicated orders to vendors, scheduling carriers for pickup if needed.
- Gathered and prepared sales materials in preparation for sales meetings.

*march 2019,
june 2021*

ICICI BANK Relationship Manager

- Assisted customers with prompt and polite support in-person and via

telephone.

- Fielded customer questions to share information about products, availability, and pricing.
- Helped customers locate products and checked store system for merchandise at other sites.
- Used consultative sales techniques to understand customer needs and recommend relevant products and services.
- Established rapport with customers using active listening and interpersonal skills.
- Remained calm and poised in high-stress, dynamic environment to promote service to customers and staff.
- Developed and cultivated lucrative relationships with both new and existing clients through effective communication and exemplary interpersonal skills.

* EDUCATION

*June 2016 -
march 2019*

KRISHNA UNIVERSITY
Bachelor of commerce (computers)

*JUNE 2014 -
MARCH 2016*

GOVERNMENT JUNIOR COLLEGE
CEC

*June 2013 -
march 2014*

ZPH SCHOOL
High School Diploma

* SKILLS

- Point of sale operation
- Till counting
- Sales expertise
- Organization
- Microsoft applications proficiency
- Training and Development
- Multitasking Abilities
- Product and service sales
- Active Listening
- Staff Management
- Business Development
- Project Management
- Business planning
- Content Marketing

* CERTIFICATIONS

AUGUST 2022

DATA ANALYTICS

PYTHON LIFE

*** LANGUAGES**

HINDI

(FULL PROFESSIONAL PROFICIENCY),

ENGLISH

(FULL PROFESSIONAL PROFICIENCY),

TELUGU

(FULL PROFESSIONAL PROFICIENCY)