

CURRICULUM VITAE

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Career objective

“To secure an appropriate position in growing organization, this will provide growth opportunities with effective utilization of my skills and experiences also the opportunity to learn more in professional Atmosphere”.

Summary

- Versatile, results-oriented real estate sales professional with extensive experience in corporate real estate including industrial, multi-family retail property asset and portfolio management.
- Demonstrate excellent customer service, business acumen and strategic planning ability.
- Utilize diverse property sales tactics, including qualification, persuasion, strategy, proposal and closing.
- Armed with solid communication and interpersonal skills to establish and maintain rapport with clients and staff.

Employment details

S. No	Company	Designation	Experience
1	SANGEETHA MOBILES	SALES EXECUITIVE	AUG 2014 –NOV 2015
2	PROMOZ BAZAR	SALES EXECUITIVE	DEC 2015-JAN2018
3	BHARATPE	SALES EXECUITIVE	SEP 2018 -TILL DATE

Job Responsibilities:

- Lead and coach short cycle Tele sales employee teams and provide performance feedback to Tele sales management
- Develop a strong Assistant Manager at each location
- Proven track record in the management of people including performance management
- Work with fellow Management and Coaching Team to attend Client calls related to department and then provide feedback to Specialists
- Analyses Sales Management information in order to comment on and improve performance
- Implement improvements with individuals who may not be on target by performance managing quickly and efficiently
- Review and monitor performance and sales of various types of sellers in order to provide them with consulting advice to grow their business

Technical skills

- MS-OFFICE (MS-Excel, MS-Power Point, MS-Word)

Educational qualification

- S.S.C from Board of Secondary Education with an aggregate of 78% in 2009.
- Intermediate Board of Intermediate Education with an aggregate of 60% in 2011.
- BSc.Computers from Andhra University with an aggregate of 62% in 2014.

Personal details

- Father Name : Suryanarayana
- Date of birth : 13th July 1993
- Nationality : Indian
- Marital status : Unmarried

Declaration

I hereby declare that the particulars of information and facts stated above are true, correct and complete to the best of my knowledge and belief.

K.DURGAPRASAD

Date: -

Place: -