

Akshay Pravin Hire.

CAREER OBJECTIVE

Seeking a position wherein I can put my concepts of electronics and communication into use to excel through creative ideas along with smart work to contribute in the development and growth of organization.

ACADEMICS

- I have completed Diploma In Computer Engineering from MSBTE Board (68.02%)
- I have completed SSC Board Exam from Maharashtra State Board (81.04%)

EXPERIENCE

Worked as, **BKT OTR Manufactures Ltd**, Delhi 1 year

Safety Supervisor.

- Manage the overall Environmental, Health and Safety Program, ensuring all applicable laws, regulations and compliance obligations are met.
- Administrator and continual improvement lead over the Environmental and Safety Management System.
- Manage Non-Metal, Metal Recycling and Hazardous Waste Program.
- Manage site Security Contractors, development and personnel.
- Manage Injury reduction and prevention program.

Worked as, **Credr Franchis**, Pune

Head Sales And Manager.

- Reporting to the vehicle Sales Manager on activities, reviews and analyses.
- Meeting customers face to face and holding sales discussions with them.
- Writing up sales contracts.
- Representing the company at trade exhibitions, events and demonstrations.
- Negotiating the terms of a sales agreement and closing sales.
- Following-up in-bound telephone enquiries, walk in prospects and emails enquiries.
- Arranging appointments via Internet Leads.

Working as, **Commercial Solutions** , Pune Jan 2021.

Relationship Manager

- Understand customer needs and develop plans to address them
- Identify key staff in client companies to cultivate profitable relationships
- Resolve customer complaints quickly and effectively
- Strong sales, negotiation and communication skill
- Promote high-quality sales, supply and customer service processes
- Aim to preserve customers and renew contracts
- Approach potential customers to establish relationships
- Gain solid knowledge of competitors.

KNOWLEDGES

- MS WORD, EXCEL, POWERPOINT, updating-mails, MAIL Promotions, Social Media Promotions, Computer Knowledge,...etc.

CERTIFICATION

- I have completed MS-CIT in 2013 with 'A' Grade
- I have Completed Basic Hardware & Net Working Course.

STRENGTH

- Self-Motivated.
- Hard Working.
- Always ready to learn new things.
- Team worker.
- Good communication skill.

PERSONAL DETAILS

Date of Birth: 26/04/1995 Status:

Unmarried.

Language known: Marathi, Hindi, English.

Sex: Male

Nationality: Indian

Mobile No/ Email : 8999500624 / akhiraytb@gmail.com

Hobbies: Music Composition, Watching Movies, Swimming, and Reading, content creator.

DECLARATION

I hereby declare that all the information is correct to the best of my knowledge and belief.

Date: Place:

Your Faithfully,
Hire Akshay Pravin

