

SURESHKUMAR NAYI

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PROFESSIONAL SUMMARY

Skilled Field Executive and 4+ year of experience adopting proven methods to nurture client relationship and generate leads. Focused on keeping up-to- date and informed on competitors and specific needs of assigned sales territory. Build and strengthen area customer relationships to effectively promote and sell Products and Services.

SKILLS

Relationship building
Communication skill
Negotiation skill
Territory Management
Customer service

Training
Loyalty Program
Customer meet
Analytical problem solver
Parts Promotion

WORK HISTORY

02/2021 to Current

Field Executive

VST Tillers Tractors Limited – Rajkot , Gujarat

- Encouraging and upbeat leader with sound judgment, decisive nature and problem-solving abilities to handle any business need. Results-driven, competitive and focused on continuous operational improvement to continuously enhance sales and revenue development.
- Created effective strategies to target new markets after researching and analyzing competitor behavior.

12/2016 to 01/2021

Customer Support Executive

Ashok Leyland Limited – Mehsana, Gujarat

- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Built lasting relationships with clients through outstanding customer service interactions.
- Worked diligently to resolve unique and recurring complaints, promoting loyalty and enhancing operations.

EDUCATION

Degree	Collage / School	University / Board	Passing Year	Percentage / Grade
Bachelor in Mechanical Engineering	KITRC , Kalol	Gujarat Technological University , Gujarat	2020	8.02 (CGPA)
Diploma in Mechanical Engineering	K.D Polytechnic , Patan	Gujarat Technological University , Gujarat	2016	8.59 (CGPA)
S.S.C	Patel N.S.V.S Highschool , Mokhasan	G.S.H.S.E.B , Gandhinagar	2013	77 %

PERSONAL DETAILS

Father's Name: Laxmanbhai Nayi

Date of Birth: 24 November 1997

Gender : Male

Nationality: Indian

Marital Status : Married

Permanent Address

At: Sahajanand society , behind
Radha krishna temple ,
Mokhasan
Ta – Kalol , Dist – Gandhinagar
Gujarat , 382740

I hereby declare that all the information given above is correct to the best of my knowledge and have valid proofs to all the relevant topics.

Date:

Place:

(SURESHKUMAR NAYI)