

CURRICULUM VITAE

ABDUL RAHMAN

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Carrier Objective

- To work in a stimulating environment which gives me the opportunity to enhance my knowledge and skills, so as to be an asset for the organization and effect my personal and professional growth.

Work Experience

Total experience of more than Six years with in Cash, CSD, Process in B2B Sales.

- 1 Year Work in GD Goenka Group as an Associate in 2017.
- 9-Months experience with “METRO CASH & CARRY INDIA PVT.LTD” from Jan-2018 to Aug-2018 as a C.S.D (FOH) Acquisition, New Customer onboard.
- CP wholesale India Pvt. Ltd in B2B sales AS sales officer from Aug 2018 to 2023 May. Job Profile as sales Executive Sales officer.

Job Profile as sales Executive.

- Handling Responsibilities.
- Keeping track on A/C opening queue daily basis.
- Make daily basis report and planning as per target TAT.
- Check on mail daily basis after take in action and reply on all mail
- Maintaining all data, MIS report on MS-Excel.
- Make daily basis report and planning for working on field.
- Manage plan according to available stock for field visit on daily basis.
- Present, promote and sell products/services using solid arguments to existing and prospective customers.

- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs.
- Supply management with reports on customer needs, problems, interests, competitive activities and potential for new products and services.
- Achieve agreed upon sales targets and outcomes with schedule.
- Analyze the territory/Market's potential, tracks sales and status reports.
- Establish, Develop and maintain positive business and customer relationships.

Software knowledge

- P.O.S
- G.M.S
- ORACLE
- MS Office (Word, Excel, Power point) & Internet

Achievement

- Rewarded by S.G.M (Mr. Munni Raja) for Best Customer Service provider. IN CP INDIA PVT LTD.

Key Strengths

- Self-confident and hardworking capability.
- Ability to work both independently and collectively to achieve objects.
- Ability to think creatively and constructively to improve the organization.
- Ability to analyze Information toward Effective Decision Making.
- Good Coordination with people.
- Ready to learn and adopt new things.
- More Patience.

Educational Qualification

- Graduate from SVS UNIVERSITY.
- 12th passed from CBSE Board.
- 10th passed from CBSE Board.

Hobby

- Listening music
- Playing Cricket
- Reading, writing.

Personal Profile

Father's Name	:	Abdul
Date of Birth	:	16th Oct 1998
Marital Status	:	Unmarried
Languages Known	:	English and Hindi

Date:

Place: New Delhi

(Abdul Rahman)