# Karthik **Gopal**

B.Com (Computer Application)

+91 8056856673 ☎

Karthickgopal95@gmail.com ✉

Vellakovil, Tiruppur, Tamil Nadu, 638111 ⌂

## SUMMARY

Organized and dependable candidate successful at managing multiple priorities with a positive attitude. Willingness to take on added responsibilities to meet team goals.

## EDUCATION

**Government Arts and Science College, Elumathur, Erode.**

B.Com Computer Applications (2015-2018), CGPA-**65%**

**Arignar Anna G.H.S school, Vellakovil.**

HSC (2012-2013), pct%: **50%**

**Arignar Anna G.H.S school, Vellakovil.**

SSLC (2010-2011), pct%: **63%**

## SKILLS

- Proven experience as a Sales Executive or relevant role.
- MS Office
- Adobe Acrobat
- Computer Knowledge
- Thorough understanding of marketing and negotiating techniques.
- Objection Handling
- Prospecting
- Active Listening
- Social Selling
- Territory Management
- Time Management and Planning

## LANGUAGES

- Tamil
- English

## PROFESSIONAL EXPERIENCE

**IDFC First Bank I Vellakoil | 2022-2023**
**Role: Sales Executive**

- Introduce & acquire new customer in the identified segment and reference generation from the specified catchment.
- Meet & exceed the defined targets of new customer acquisition month on month by analyzing transaction banking needs of the customer.
- Setting up meetings with potential clients and listening to their wishes and concerns.
- Meeting with clients virtually or during sales visits.
- Maintaining accurate records.
- Reviewing sales performance.
- Preparing weekly and monthly reports.

**Bajaj Finserv | Vellakoil | 2019-2022**
**Role: Sales Executive**

- Meeting with clients virtually or during sales visits.
- Maintaining accurate records.
- Reviewing sales performance.
- Introduce & acquire new customer in the identified segment and reference  generation from the specified catchment.
- Setting up meetings with potential clients and listening to their wishes and concerns.
- Preparing weekly and monthly reports.
- Attending trade exhibitions, conferences and meetings
- Business development.
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share with internal teams