# PRAVEEN KUMAR A

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# **Professional Summary**

*Talented Sales Associate effective at multi-tasking and maintaining a friendly attitude under pressure. Effectively builds loyalty and long term relationships with customer while consistently achieving individual targets sales goals.*

*Willing to learn about competitive business model and strategy for our company business growth.*

# **Skills**

*\* Product Knowledge \* Problem-solving skills.*

*\*Customer service focus \* Products and services.*

*\*Interpersonal Skills \* Communication Skills*

*\*Client service \*Expert in finding new clients*

*\*Relationship building \*e commerce*

*\*Online trading \*Multi-tasking*

# **Work History 1**

*Designation: Market Representative Oct 2018 – Feb 2020*

*Company Name: HIVELOOP TECHNOLOGY PVT LTD UDAAN) Telangana, HYD*

**Responsibilities**

* + - *FOCUS ON BUSINESS TO BUSNIESS stationary and office supply to find best seller side across the Hyderabad region.*
    - *On boarding the best seller with Udaan B to B online trading app. For branded and unbranded productsfor giving additional sales to the seller*
    - *Creating the listing the each and every product from seller with Udaan*
    - *Connect with Udaanbuyer fos for sales. Sharing the best listing with all India buyer team for made sales through Whatsapp.*
    - *Manage the each and every seller account through multi account app*
    - *Connect the logistics team for regular pickup for smooth movement shipment to buyer*
    - *Good relation with seller for giving best margin*
    - *Time to time asking to seller for offer day sheet for making huge sales*

# **Work History 2**

*Designation: Stockist Aug 2016 – Dec 2017*

*Company Name: Sabonka Technologies Pvt Ltd (Shotang) Telangana, HYD*

# **Responsibilities**

* *Stockist responsible is maintain stock in and stock out handling Picker team.*
* *Create picker plan taking orders data from which buyers placed given time slot.*
* *Assigning to pickers for pickup as seller wise*
* *Pickers will generate pickup slot in mobile with given login id to pick stocks from seller point.*
* *Seller will receive the order id’s which picker generate according time slot.*
* *Seller going to give stocks according order id’s.*
* *Picker will cross check stocks order wise which seller given and picker update in devise after stock received from seller.*
* *Stockist going to confirm the stock in stockist dashboard which picker picked from seller point.*

# **Work History 3**

*Designation: Field Executive June 2015 - Aug 2016 Company Name: Locodel solutions Pvt Ltd. Telangana,HYD*

# **Responsibilities**

* *Field executive role is to picking grocery’s from store which station manager assing.*
* *According to order sheet field executive will pick grocery’s from store which in order sheet.*
* *Field executive going to confirm to manager availability grocery’s if not available in store executive going to update in devise.*
* *Delivery executive will picks grocery’s for delivery from field executive which confirmed .*

# **Work History 4**

*Designation: Cashier March 2013 - July 2014 Company Name: Avenue Supermarket Ltd. Telangana , HYD*

# **Responsibilities**

* *Cashier Maintain the cash counter which consumer Bring grocery’s for billing.*
* *Cashier will scan the Grocery’s with respective bar code for billing.*
* *Collecting cash from customer as per bill Total .*
* *End of the day cashier will submit total billing amount of the day to Lead.*

# **Education**

*B.com. (Computers) 2014*

*Osmania University Telangana, HYD*

*Intermediate 2009*

*New Science College Telangana, HYD*

*Board Of Secondary Education 2006*

*St Mary Josephs High School Telangana, HYD*

# **Declaration**

*I hereby declare that the above information issue to the best of my knowledge****.***

*Date: 15.2.2021 Yours Faithfully,*

*Place: Hyderabad*

*[PRAVEEN KUMAR A]*