

# Narender Prasad

## Sales Executive

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Results-oriented Sales Executive with over 1 year of experience in the real estate sector, specializing in driving sales, building client relationships, and achieving targets. Proven track record of exceeding sales goals, closing high-value transactions, and expanding market presence. Adept at generating leads, conducting market analysis, and delivering compelling property presentations. Strong negotiation skills and a commitment to exceptional customer service. Skilled in streamlining sales processes and implementing effective strategies to enhance efficiency and drive revenue growth. Passionate about leveraging industry expertise to contribute to organizational success and client satisfaction.

### Experience

- SS Associate Real Estate, Sales Executive

Mar 2023 - Present

  - Built and maintained strong relationships with local vendors, ensuring effective collaboration and timely access to property listings and services, enhancing overall sales performance.
  - Utilized in-depth knowledge of local market conditions and vendor offerings to provide clients with accurate information and tailored property solutions, resulting in a 20% increase in successful transactions.
  - Skillfully negotiated terms and coordinated with local vendors to secure favorable deals and streamline the property acquisition process, improving efficiency and client satisfaction.
  - Identified and onboarded new local vendors to expand the network and enhance the company's property offerings, leading to a 15% increase in the variety of available listings.
- Dell Exclusive Store, Sales Executive

Oct 2020 - Mar 2023

  - Consistently achieved and surpassed monthly sales targets by an average of 25%, resulting in a 20% increase in store revenue over the year.
  - Recognized as "Top Sales Executive" for two consecutive quarters due to exceptional sales performance and customer satisfaction.
  - Implemented a customer feedback system that improved service quality and increased customer satisfaction scores by 15%.
  - Successfully upsold high-margin products and accessories, increasing average transaction value by 18% and contributing to overall store profitability.
- Home Credit India, Sales Associate

Oct 2017- Sep 2020

  - Consistently achieved and exceeded monthly sales targets by 20%, driving a significant increase in loan approvals and revenue for the branch.
  - Successfully acquired over 150 new customers per month through targeted outreach and exceptional service, contributing to a 25% increase in the customer base.
  - Recognized for delivering outstanding customer service, which led to a 30% improvement in customer satisfaction ratings and a notable reduction in customer complaints.
  - Streamlined the loan application process, reducing processing time by 15% and enhancing overall operational efficiency and customer experience.

### Education

- Central Board of Secondary Education

2011
- Kalinga University

2017

  - Bachelor of Business Administration
  - Marketing

# Skills

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- Communication Skills
- Lead Generation
- Client Relationship Management
- Market Analysis
- Negotiation and Closing
- Customer Service
- CRM and Sales Tools
- Problem-solving
- Property Presentation
- Time Management
- Sales Strategy Development
- Adaptability

# Hobbies

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- Football
- Videos Games