

Kishan kumar k

Area Sales Manager

I am a self motivated sales & marketing professional, with 7+ years of experience in several areas of sales & marketing, and I'm looking to take next step in my career. I have a proven recorded success through creating dynamic campaigns that drive growth and deliver measurable return on investment.

meenalakshmi64@gmail.com

12/56, 3rdcross, New kalappa block, R C Puram, , Bangalore-560021

Mob No: 9035086759

Date of Birth: 14 Mar 1982

EXPERIENCE

SBI Cards and Payment Services Pvt Ltd,

Presently working as a Team Leader

- Maintaining team of 5-6members.
- Handling customer queries in a smooth way by giving solutions to the queries.
- Achieving team targets and helping team to their targets.
- Visiting branches regularly and seeking the problems.

Paisa Bazaar Marketing and Consulting Pvt Ltd, Bangalore – Associate Sales Consultant

Dec 2021 –April 2022

- Analyse sales statistics to develop continuous improvement strategy and take steps to employ new strategies.
- Managed multiple accounts simultaneously to guarantee client satisfaction.
- Maintained thorough understanding of product information to vest answers inquiries and provide information to clients

BOB Financial Solutions Ltd, Bangalore – Team Leader

Nov 2019 – Aug 2021

- Maintaining team of 5-6members.
- Handling customer queries in a smooth way by giving solutions to the queries.
- Achieving team targets and helping team to their targets.

American Express, Bangalore – Business Development Executive

- Charged with developing and executing sales strategies. Managing the retail sales and grow customer base through networking, referrals, cold calling and getting corporate campaigns/events through the network. Accountable for meeting client satisfaction.
- Achieved a 90% conversion-rate average on appointment sales.
- Became known as good premium account seller, leveraging excellent listening skills and talent for the value- add of represented products and services
- Promoted in first 6 months to the next level.
- Created a corporate base to get retail business in the flow.
- Negotiate details of marketing campaigns.

SKILLS

Business Development, Operations Management, Training & Development, Key account Management, Customer Relationship Management, Negotiations, Inspiring & Energizing others, Handling team with motivation, Strategic planning, Budgeting & Forecasting, MS Office.

LANGUAGES

English, Hindi, Kannada, Telugu

IndusInd Bank, Bangalore – Acquisition Manager

May 2014 – Oct 2015

- Analyse sales statistics to develop continuous improvement strategy and take steps to employ new strategies.
- Managed multiple accounts simultaneously to guarantee client satisfaction.
- Maintained thorough understanding of product information to best answering to queries and provide information to clients.
- Corporate sales activity planning including reviewing existing corporate clients to identify sales opportunities.

Job profile:

- Managing the team and training with right product knowledge and reaching the sales target
- Understand and provide efficient and effective customer service to consistently meet and exceed customer expectation
- Work knowledge of product, services, sales, program and policies
- Responsible for business development and credit card sales and logins
- Delivering superior service and maximize customer satisfaction
- Documentation of statistical, financial and customer profile records
- Handle complaints, conflicts, and questions of employee
- Dealing with customers face to face, Phone or via email
- Recommend products to customers based on customer's needs
- Working closely with the team to produce any sales collateral required for target market along with achieving all revenue

Education

Govt I grade college, Chikkaballapura - BA

June 2005 Bachelor
of Arts.

Sir M V Pre-University College, Chikkaballapura

May 2002 Higher secondary school
state board.

CRRR High School, Karnool, AP

May 1999

10th / SSLC state board.

REFERENCES

- Available on request.