



AKHILESH PK

TEAM LEADER AND COMMERCIAL ACCOUNTS MANAGER

CONTACT

+918848497254

akhileshpk667@gmail.com

Malappuram, Kerala, India

EDUCATION

HIGHER SECONDARY

2019

- Humanities
- MSP HSS
- Board Of Higher Secondary Examinations, Kerala, India

SECONDARY EDUCATION

2017

- MMET HSS
- General Education Department, Kerala, India

SKILLS

- Leadership
- Team Management
- Strategic Planning
- Communication
- Problem Solving
- Project Management
- Customer Service

LANGUAGES

- English
- Malayalam
- Tamil

PROFILE

Experienced professional with expertise in cashiering, sales, and brand promotion at Reliance Trends. Currently working as a Team Leader and Commercial Accounts Manager with 1+ year of experience. Proficient in leadership, team management, strategic planning, and customer service. Seeking new opportunities to leverage skills and contribute to organizational growth.

WORK EXPERIENCE

TEAM LEADER AND COMMERCIAL ACCOUNTS MANAGER

FEB 2023 - PRESENT

Reliance Trends, Malappuram

- Led a team of sales associates, ensuring high performance and achievement sales goals.
- Managed commercial accounts, handling billing, invoicing, and financial transactions with accuracy.
- Conducted regular training sessions to enhance team skills and product knowledge.
- Monitored sales performance and implemented strategies to drive revenue growth.
- Coordinated with the management team to optimize store operations and improve customer service.

BRAND PROMOTER

AUG 2022 - DEC 2022

Reliance Trends Basics, Malappuram

- Promoted Reliance Trends Basics brand, driving awareness and product engagement.
- Assisted customers in selecting products, ensuring excellent service.
- Maintained visual merchandising to enhance brand appeal.
- Achieved monthly sales targets through effective promotional strategies.
- Provided detailed product information to customers.
- Supported inventory management and stock replenishment.
- Collaborated with team members to execute marketing campaigns.

PERSONAL DETAILS

Date Of Birth : 23-12-2001
Gender : Male
Marital Status : Single
Nationality : Indian

SALESMAN

JAN 2022 - JULY 2022

Oggi Brand Factory, Kottakkal, Malappuram

- Delivered personalized sales assistance, helping customers choose OGGI products that matched their preferences and needs.
- Achieved and exceeded daily and monthly sales targets through effective upselling and cross-selling strategies.
- Maintained a well-organized and visually appealing store layout to enhance the shopping experience.
- Built strong customer relationships by providing exceptional service and addressing inquiries promptly.
- Collaborated with team members to implement promotional campaigns, driving brand visibility and sales growth.

CASHIER

MAR 2018 - SEP 2018

Shoe Club, Malappuram

- Efficiently handled cash, card, and digital transactions, ensuring accurate billing and smooth payment processing.
- Maintained detailed records of daily sales and reconciled cash registers at the end of each shift.
- Provided excellent customer service by addressing inquiries and resolving billing concerns promptly.
- Ensured proper handling of refunds, exchanges, and discounts while adhering to company policies.
- Assisted in stock management by updating inventory records and monitoring product availability.
- Supported the team by maintaining a clean and organized checkout area, enhancing the overall customer experience.

ACHIEVEMENTS

BEST TEAM LEADER

2022

Reliance Trends, Malappuram

BEST COMMERCIAL ACCOUNT AWARD

2023

Reliance Trends, Malappuram

DECLARATION

I hereby declare that the details furnished above are best of my knowledge and belief.

AKHILESH PK