



# AKHILESH PK

TEAM LEADER AND COMMERCIAL ACCOUNTS MANAGER

## CONTACT

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📍 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

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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

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### BEST TEAM LEADER

2022

Reliance Trends, Malappuram

### BEST COMMERCIAL ACCOUNT AWARD

2023

Reliance Trends, Malappuram

## DECLARATION

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

**AKHILESH PK**