

Mythri.S

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**ABOUT :**

**Proactive, positive approach & able to grasp/learn concepts and procedures quickly.**

**● Possess excellent interpersonal, communication and organizational skills with proven abilities in team management.**

**SKILLS:**

- Positive attitude
  - Self-motivation
  - Playing games
  - Good Team Player
  - Self Motivated
- Quick Learner

**EXPERIENCE/INTERNSHIPS**

**Area sales officer & Sales & operation -SUGUNA FOODS Pvt Ltd , BANGLOURE**

**AUGUST 2021 to Present .(KEY ACCOUNTS )**

**Roles and Responsibilities:**

- Co ordinating with customer and taking the orders sending the orders to the allocated plant –
- Daily check for the stock availability and coordinating with sales co Ordinator to full fill as per customer orders
- Follow-up with plant production team for the required QTY
- Payment follow up with the customer
- Any reconciliation co -ordinating with Finance team
- Co-ordinating with the QA team for the dispatch stock -COA and other document
- Discussing with the customer to get the orders full filling there requirement and try to increase the month by month volume
- Any QUALITY irrelated issue Discussing with customer and internal QA manger to fix the issue
- Ensure the 100% Fill rate to be supplied to the customer
- Any stock discrepancy discussing with customer and log stick team to close the credit /DEBIT adjustment
- Co-Co-ordination ting with the customer for documents required from our side -ledger ,batch details ,invoice copy ,CN etc..
- Co-ordinating with customer resolving in the problem related Quality and Delivery related issue

- Co-ordinating with the logistics team for the on time delivery as per schedule
- Collecting the related documents for code creation .

**Customer Relationship Executive & Sales & operation - City Mandi Business Pvt Ltd ,Bangalore  
AUGST -2020 to MAY -2021**

Roles and Responsibilities:

- 1.Stakeholder Management:** Interacting with customers, sales executives,telecallers , operations executives & top management .
- 2.Sales :** Telecalling,coldcalling, customer and order placement ,order tracking and customersupport .
- 3.Payment Collection :** Facilitating payment collection via tele calling, interacting withcustomer.
- 4 Negotiation traits:** Negotiation with customers on pricing, sales orders bulk ordersetc.

**Project 1**

(July 2018 to AUGST 2018) FARMIZEN

RESEARCHER (To map the market for ZBNF fruits)

- Analyzed the market potential for ZBNFfruits.
- Determined the viability of subscriptionmodel
- Collected samples from 80 people Learning
- Research tools
- Time management
- Communication skills
- Reporting skills
- Data analysis
- Data compilation

**Project 2**

(DECMBER 2018 to JANUARY 2019 ) -VANAM

RESEARCHER (To map the cheese consumption inBangalore)

- A Primary Survey-based Research among Specialty Restaurants and RetailStores.
- Personal visit and face - to - face interaction with target respondents for data collection.
- Mapping of different cheese types and different SKUs their price points and brands.

## Learnings

- Reporting skills
- Data analysis
- Data compilation
- Using the Msxl Skill

## **Internship**

**Niravaanic LifeFoods Pvt. Ltd.** (Nov. 2019 to Jan. 2020) BANGLOURE

**E-commerce key account executive.**

Roles & Responsibilities:

- \*Engaged with more than 40 regular customers.
- \*Using calendar event marketing strategy, contributed to more number of orders during the festival season.
- \*Provided insights to the new product development team.
- Handled online channel partners like Amazon & Flipkart.
- \*Converted 10 dormant customers into active customers.
- \*With every subsequent order, increased the basket size of the customers, thus contributing to the company's top line

**Varsha Agri Business Center For Development Ltd** (Traineeship: June 2020 to August 2020)

Roles & Responsibilities:

- Team handling
- Validation of quality and quantities of all material in the warehouse and the in-wards.
- Complete ownership about the product.
- Checking the tractors meter reading
- Collecting the tractor working reading hours.
- Billing.
- Cash book.
- Bank deposit.
- Petty cash.
- Cross checking the material and Tools.
- Engaged with more than 20 regular farmers.
- Contributed more than Rs. 5 lacs in revenue by selling the material within one month.
- Converted the dormant farmers into active farmers.
- Collecting data from more than 900 farmers
- Solving the farmers' problems relating to Land preparation and Cropping

## **EDUCATION:**

- Collage of BSBS THE B SCHOOL BANGLOURE ,(BANAGLOURE CENTRAL UNIVER CITY )  
MMS ( MASTER IN MANAGMENET STUDIES )( SALES AND MARKETING )  
JUNE -2018 to OCT -2020 62%
- GFGC Koratagere Tukur university (BCOM)  
MAY -2015 to April -2018
- Govt college byalya ( PUC commerce )  
AUGUST -2013 to 2015 -73%
- Govt High school byalya (SSLC )
- 2012-2013(72%)

## **LANGUAGES**

- KANNADA -Read & Write
- English - Read & Write
- Hindi - Read
- Telugu Read