



Ravi Shriram

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264/36 Vyankatesh Nagar Akkalkot Naka Solapur
413006

EXPERIENCE

26/12/2022

- Till

Date

- **CSE Team Leader**

Ntex Transportation Services Pvt Ltd (Fmcg)

- Managing and Handling Sales Executive hiring, activity and productivity.
- Increasing productivity by giving Beat of retailers to Sales Executive while travelling less and giving maximum output.
- To maintain good team spirit and healthy competition.
- Responsible for branding, retailer scheme enrollment and providing information regarding new products.
- Achieve monthly targets and increasing productivity.
- Conduct training in sales techniques and company product attributes.
- Train to retailers, Sales Executive for new product, sales operation.
- Analyze data to find the most efficient sales methods.
- Meet with retailers to address concerns and provide solutions.

Dec

2018 -

Present

- **Businesses Development Manager**

Udaan India Pvt Ltd B2B E Commerce

- 1-Understands People's Buying Patterns and Trends
- 2-Believes in Inbound Marketing
- 3-Asks Great Questions and Listens Intently
- 4-Sets Goals and Develops Action Plans
- 5-Is the Right Type of Salesperson for the Role
- 6-Possesses a High Curiosity Quotient
- 7-Ability to Build a Brand
- 8-Sets Realistic Expectations with Clients
- 9-In-Depth Knowledge of the Agency Business

Jan

2018 -

Dec

2018

- **Team Leader**

Rudraum Network Solutions

- looking for sales & after sales service achieving Software Selling monthly primary, secondary & territory decided by the company

July

2015 -

Jan

2018

- **Sales Executive**

Joinmay Electronics Vivo Mobile

- convance to customer
- check stock level on daily basis
- mainly focus on after sale service

Jan

2013 -

- **Sales Executive**

Micromax Mobile

Jun 2015
convanve to customer
check stock level on daily basis
mainly focus on after sale service

Feb 2011 - Dec 2012
• **Sales Executive**
Onida Mobile
convanve to customer
check stock level on daily basis
mainly focus on after sale service

EDUCATION

2014
• **B A**
Mumbai University
48.17%

2011
• **Hsc**
Maharashtra State Board
48.17%

2009
• **SSC**
MAHARASHTRA BOARD
45

SKILLS

Sales Team Building Problem Solving Descion Making

100%

Aself-confident person,who believes in smart work Total focus on task and keep perfection in each work Flexibility and adaptability to changing situations Result oriented Strong desire to learn and grow Leadership quality and believes in teamwork Willingness to learn new things and to face new challenges

60%

Mscit Tally Ms Office Excel

80%

INTERESTS

- Listening music
- Photos shoot
- Reading Book

PERSONAL DETAILS

- Date of Birth : 17/07/1990
- Marital Status : Married
- Nationality : Indian
- Religion : Hindu-Padmshali
- Gender : Male
- Place : Solapur

A handwritten signature in black ink, appearing to read 'Ravi Shriram', enclosed within a hand-drawn rectangular border.

RAVI SHRIRAM