

Praful Bhandari F

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EDUCATION

- B. Com, Dayanand Sagar College of arts science & commerce, Bangalore (Final year dropout due to COVID-19 circumstances), 2018-2021
- PUC in Commerce with computer science, Le Chatelier, Madurai, Tamilnadu, 2016-2018
- SSLC from SDH Jain Vidyalaya, Madurai, Tamilnadu, State Board, 2015-2016

EXPERIENCE

- **KSTONES CERAMICA (01/01/2021- 01/01/2023)**

Senior Sales Executive Job role:

- Managed a team of 20 people
- Product Awarded for – Tiles, Sanitary, Natural stones, Tiles adhesives
- Handling the banking and collection aspects of the day-to-day operations
- Segment handled – wholesale and retail segment of the company

Skills Learnt:

- Educated customers on available processes and services.
- Negotiated with vendors to provide cost-friendly contracts.
- Strengthened pro t opportunities by managing time and resources to meet sales objectives.
- Boosted team morale and overall sales volume by creating incentivizing sales contests

- **MANISH MARBLES (01/01/2019- 01/01/2021)**

Sales Executive Job role:

- Product incharge - Granites, Indian & Italian Marbles, Natural stones and Quartz
- Segment handled - Retail

Skills Learnt:

- Showcased product features and benefits to drive sales.
- Managed customer relationships through consultative sales techniques to attain individual sales goals.
- Studied competitors to develop innovative selling strategies.

ACADEMIC & EXTRA CURRICULAR ACTIVITIES / ACHIEVEMENTS

- Awarded for personal electiveness program by DSI
- Awarded for Working in teams & Interpersonal skills by DSI
- Awarded for Communication skills by DSI
- Participated in Chanakya'19 held by DSI on 9-April-2019

ADDITIONAL

- **Soft skills**
 - Exceptional multitasker
 - Customer rapport
 - Key account management
 - Active Retail Sales Manager
 - Team oversight
 - Persuasive negotiations
 - Energetic
 - Compelling leadership skills
 - Sales operations
- **Languages:** Fluent in English, Hindi, Tamil
- **Hobbies:** Playing games, Traveling, Music and Movies