

PRALHAD M. BARDE

Address:

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Objective

To secure an appropriate position, this will provide growth opportunities with effective utilization of my skills and experiences also the opportunity to learn more in professional Atmosphere.

Career Summery

- Respected executive with notable 12 years career leading into sales and operation.
- Strong analytical and documentation skills accompanied by problem solving skills.
- Lead strategic planning and mission building initiatives for sales and marketing department.

Technical Skills

- Business Development & Expansion Skills
- Market planning & Positioning
- Sales Team Building & Leadership
- Profit and Loss Management
- Budget Control
- Staff development and Motivation

Total Experience: 17 Years

Professional Summery

| Company/ Firm | Work Experienc | Position | Location |
|------------------------|---------------------------------|----------------|------------------------------------|
| Elastic Run | Oct 2019 to till date | City manager | Latur |
| PATANJALI AYURVED Ltd. | Aug 2016 to Sep 2019 | Sales Officer | Latur, Osmanabad, Nanded, Parbhani |
| PARLE BISCUITS PVT LTD | 9 years (Mar 2007 to June 2016) | Sales Officer | Latur |
| SURYA FOODS PVT LTD | 1 year (2005 to 2007) | Sales Incharge | Latur |

Responsibilities

- Listening to customer requirements and presenting appropriately to make sales.
- Maintaining and developing relationships with existing customers in person.
- Acting as a contact between a company and its existing and potential markets.
- Negotiating the terms of agreement and closing sales.
- Gathering market and customer information.
- Representing the organization at trade exhibitions, events and demonstrations.
- Negotiating on price, costs, delivery and specifications with buyers and managers.
- Creating detailed proposal documents.
- Liaising with suppliers to check the progress of existing orders.
- Checking quantities of goods on display in stock.
- Recording sales and order information and sending copies to the sales office.
- Reviewing your own sales performance, aiming to meet or exceed targets.
- Making accurate, rapid cost calculations and providing customers with quotations.
- Attending team meetings and sharing best practices with them.

Achievements

- Successfully achieved targets within the set deadlines
- Successfully sold and marketed the new products in the market

Education

Bachelor in Arts

Models Covered

- Fundamental of Computer
- MS-Office: MS-Word, MS-Excel, MS-Power point
- Operating System: Windows, Dos
- Accounting Software: Tally (5.4-7.2)

Personal Details

Date of Birth – 10th - Jan-1979

Languages known – English, Hindi, Marathi, Marwadi.

Yours Faithfully

Pralhad Barde