

CV

PRALHAD M. BARDE

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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 Summary:

- 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.

TechnicalSkills:

- 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 Summary:

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

Educational Qualification:

-Bachelor in Arts

Modules covered:

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

Personal Details:

Addres: Flat No 14, Vishakha Appartment. Sangmeshwar Colony. Old Ausa Road. Latur.

Date of Birth – 10th - Jan-1979

Languages known – English, Hindi, Marathi, Marwadi.

YoursFaithfully

Pralhad Barde