

RESUME

PRATEEK B.

PRATEEKCOOL999@GMAIL.COM

Mobile: 9740490062

Permanent Address

#100,3rd cross,5th A main road, Brindhavan Extension, Mysuru, Karnataka-570020

PERSONAL DATA

Date of Birth: 24th JUN 1996

Sex: MALE

Nationality: Indian

Marital Status: Unmarried

Languages

Written: Kannada & English

Oral: Kannada & English.

Technical Skills

Operating systems : MS - Dos, Windows

Skills : Microsoft Office, CAD(SolidWorks), Ansys 18.0, CAM D, CIM, EDGE CAM.

Career Objective

To be a next generation leader with the ability to adapt to rapidly changing technologies and environments with a strong desire to undertake challenging jobs and to work with the team to achieve the goals of an organization.

Current Work Experience

Senior Sales Officer - HDB Financial Service

Jun-2019 to Feb-2020

- Facilitate cold and warm calls to prospective leads; schedule and follow through on calls with leads and current customers
- Source and work customer referrals
- Perform cost-benefit analysis for prospective customers and advise on appropriate purchase options
- Inform leads and customers of current promotions and discounts
- Maintain positive business and customer relationships in the effort to extend customer lifetime value
- Develop strategies for more effective sales, both individually and as part of a team
- Track all appointments, sales, complaints, status reports, etc. thoroughly for manager review
- Self-improve continuously by way of experience and manager feedback.

Sales Manager - EXIDE Life Insurance

Mar-2020 to Current

Communication skills: listen first and speak second. They don't chastise in public or private. Aware of the message they transmit to their team, how it's delivered, and how it's perceived.

Ability to build relationships with peers, cross-functional counterparts, and upper management.

Empathy and ability to understand customer viewpoint and customer service

Ability to unite a team under a shared vision and know what motivates each member.

Analytical skills: data-driven reports to spur sales coaching sessions and empower reps to take ownership of their opportunity pipelines. They understand pricing, margins, and discounting impacts.

The ability to prioritize and effectively manage time

Educational Qualification

B.E (MECHANICAL)	VTU	Coorg Institute of Technology, Kodagu	2019
PUC	DPUE	Vijaya Chethana PU College kuvempunagar, Mysuru.	2014
SSLC	KSEEB	SSSVK, Mysuru.	2012

Personality Skills

- ✓ Dynamic and Willingness to Learn & Explore.
- ✓ Sincere and Hardworking.
- ✓ Positive attitude.
- ✓ Go getter.

I am excited to learn more about this position and demonstrate why I am a great fit for your company.

Date:

Place: MYSURU.

Best Regards
PRATEEK B.